

Commercial Partnerships & Alliances Lead

Job ID
REQ-10089012
Окт. 08, 2026
Панама

Сводка

#LI-Hybrid
Location: Panama City, Panama

Develop and maintain a business development capability for Global BD&L activities in the country. Participate in identifying and implementing appropriate country business development opportunities that support Novartis' ambition to achieve a leading position worldwide. Develop portfolio gap analyses and competitive intelligence reports in close collaboration with country leaders, and identify return-maximizing opportunities to address portfolio gaps through licensing agreements.

This role is based in Panama City, Panama. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role

Key responsibilities

- Contribute to the execution of country BD&L strategies and plans, ensuring alignment with organizational and strategic priorities.
- Identify and evaluate business development opportunities that enhance the value of alliances and appropriately manage partnership risks.
- Execute opportunity-finding and external-scanning activities, aligning potential targets with the strategic priorities of the portfolio.
- Co-lead due diligence activities, build a strong external network and coordinate partnership evaluations across relevant governance and assessment forums, including SWAT, ITE and DD.
- Support the negotiation and structuring of transactions, including licensing, out-licensing, joint ventures and divestments, and contribute to contract drafting under appropriate supervision.
- Assist with governance processes and ensure that business development opportunities progress through the required review and decision-making stages.
- Support the prioritization and delivery of BD&L projects according to strategic value, portfolio needs, resource availability and expected returns.
- Manage day-to-day project activities, including resource allocation, timeline adherence, cross-functional coordination and internal and external communications.
- Work effectively across matrixed functions to maintain stakeholder alignment and support the successful execution of country-level deals.
- Report technical complaints, adverse events and special-case scenarios related to Novartis products within 24 hours of receipt, and manage the distribution of marketing samples where applicable.

Essential Requirements

- Relevant university degree in business, finance, life sciences, law or a related field; fluent English and local-language proficiency; relevant experience in business development, licensing, alliances, strategy or transactions within the pharmaceutical, biotechnology or healthcare sector.
- Understanding of pharmaceutical business development and licensing processes, including opportunity identification, evaluation, due diligence and governance.
- Experience supporting the negotiation and structuring of licensing agreements, joint ventures, divestments or other strategic transactions.
- Strong analytical capabilities, with the ability to conduct portfolio gap analysis, competitive intelligence and strategic prioritization.
- Sound project-management skills, including resource coordination, timeline management, communication and delivery across multiple workstreams.
- Ability to collaborate and influence effectively across complex, cross-functional and matrixed organizations, as well as with external partners.
- Strong communication, stakeholder-management and relationship-building skills, with the ability to maintain a relevant external network.
- Fluent in Spanish and English.

Commitment to Diversity and Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

International
Business Unit
Finance
Место
Панама
Сайт
Panama
Company / Legal Entity
PA13 (FCRS = PA013) Novartis Panama, S.A.
Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No

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