NOVARTIS

SMM Site Partnership Manager

Job ID
REQ-10091047
Ноя. 17, 2026
Мексика

Сводка

#LI-Hybrid

Location: Mexico City, Mexico

Relocation Support: This role is based in Mexico City, Mexico. Novartis is unable to offer relocation support: please only apply if accessible.

Shape the future of clinical research by building partnerships that make a measurable difference for patients. As SMM Site Partnership Manager, you will develop strategic relationships with key clinical trial sites, creating tailored partnership plans that improve study start-up, patient recruitment, execution, and quality. Acting as a trusted partner across sites and Novartis, you will bring teams together, remove barriers, and identify opportunities to strengthen performance across the clinical trial portfolio. Your influence will help make Novartis a partner of choice for sites while enabling studies to reach patients more efficiently.

About the Role

Key Responsibilities

· Build strategic partnerships with priority clinical trial sites to strengthen collaboration and portfolio performance.

· Develop tailored site partnership plans with clear objectives, success measures, and opportunities for improvement.

· Accelerate study start-up and site readiness while supporting delivery of committed patient recruitment targets.

· Serve as the primary contact for strategic, study-overarching topics across assigned sites and therapeutic areas.

· Partner with SMM teams and cross-functional stakeholders to align site strategies and streamline study execution.

· Analyze site performance, capabilities, and capacity to identify opportunities that strengthen quality, timelines, and delivery.

· Support feasibility, contracting, and site negotiations while fostering long-term, mutually beneficial partnerships.

· Drive consistent achievement of established KPIs through monthly performance monitoring, proactive gap identification, and timely corrective actions.

· Develop high-performing strategic sites into Premier Sites / Centers of Excellence, recognized for rapid study start-up, consistent patient recruitment across therapeutic areas, reliable delivery, and strong quality standards.

· Drive sustained inspection readiness by embedding quality, compliance, and operational discipline into site partnership plans and ongoing performance reviews.

Essential Requirements

· Bachelor's degree in a scientific or health-related discipline.

· Minimum five years of clinical research experience, including clinical trial oversight, project management, or monitoring.

· Strong understanding of clinical drug development, particularly clinical trial monitoring and study execution.

· Knowledge of Good Clinical Practice, international standards, health authority regulations, and clinical research requirements.

· Demonstrated project management, negotiation, problem-solving, influencing, and conflict-resolution skills in a matrix environment.

· Fluency in English and Spanish, with strong written, verbal, and presentation skills.

Desirable Requirements

· Advanced degree in a scientific or health-related discipline, with clinical trial or project management experience.

· Experience building strategic partnerships with clinical research sites and improving site performance across study portfolios.

Commitment to Diversity and Inclusion / EEO paragraph

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)

Дивизион
Development
Business Unit
Development
Место
Мексика
Сайт
INSURGENTES
Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.
Functional Area
Research & Development
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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