

## **Associate Director, Alliance Mgt China**

Job ID  
REQ-10081991

7月 15, 2026

China

### **摘要**

The Alliance Management function is an integral and critical part of the Corporate & Business Development (C&BD) function that aims at finding, assessing, completing and successfully managing partnering opportunities, while externally positioning Novartis as the preferred company for partnering.

The Associate Director, Alliance Management's Job Purpose is to drive business value and mitigate risk, by supporting management of certain complex Chinese alliances, and proactively managing a portfolio of alliances (mainly, but not exclusively with Chinese companies) supporting corporate / Therapeutic Area / business strategy while ensuring external / internal and cross-functional alignment. This role will also be a supportive role for deriving general learnings and best practices of managing alliances with Chinese partners across all Therapeutic Areas.

### **About the Role**

## Major accountabilities include

- Ensure proactive management and smooth functioning of Novartis alliances in your portfolio, mainly (but not exclusively) with Chinese partners, working closely and collaboratively with partners and internal teams
- Support other Novartis Alliance Management team members locally during management of China-based alliance partners - mainly for Chinese alliance partner-facing activities
- Manage contract, governance and relationship with partners in your alliances throughout their live cycle (pre-signature, launch, implementation, termination)
- Serve as internal champion and source of information regarding deal terms/ obligations in your managed alliances. Drive required alliance reportings / documentation and ensure required C&BD approvals, in full compliance with C&BD processes and close alignment with relevant stakeholders
- Understand the strategic and practical goals of your managed alliances, including how it supports corporate goals. Support the project team(s) in delivering these goals, while seeking opportunities to drive value and mitigate risks
- Manage collaboration issues before they become problems: proactive issue identification, mediation and constructive escalation + resolution
- Support deriving learnings of working with local Chinese alliances partners, and the development of alliance skills within the collaboration team and role model strong alliance behavior, contributing to Novartis' desire to become the preferred company for partnering in China and beyond

## Minimum requirements

- Master Degree (e.g. MSc) / University Diploma or equivalent MBA (preferable), native Chinese speaker, fluent English
- 6+ years industry experience (preference: big pharma and biotech) working in or with Chinese companies, preferably with exposure to different business areas. Prior experience in working on pharma collaborations with a good understanding of the drug development process
- Cross-functional collaboration and conflict management - Demonstrated ability to work cross-functionally, manage crises and align interests of multiple stakeholders
- Project Management - ability to structure own work and manage complexity
- Communication - strong written and oral communication skills. Prior negotiation experience is a plus. Proven experience and ability to work in matrix organizations, and to build strong connections and business relationships through virtual interactions. High flexibility to work across multiple time zones (incl. with CH and US-based teams)
- Prior work as Alliance Manager and/or ASAP certification (CAAM = Certificate of Achievement in Alliance Management or CSAP = Certified Strategic Alliance Professional) are a plus

## Work location:

- Novartis China (Shanghai). Flexibility to on-board during a 3-9 months period at Novartis in Basel or US, prior to initiating local work in Shanghai

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部门  
Strategy & Growth

Business Unit  
Strategic Planning & BD&L

地点  
China

站点  
Shanghai (Shanghai)

Company / Legal Entity  
CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.

Functional Area  
BD&L & Strategic Planning

Job Type  
Full time

Employment Type  
Regular

Shift Work

No

```
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"kalturaplayer6a9d85d37ea5b671963277", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
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(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise.then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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Novartis is committed to working with and providing 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 [diversityandincl.china@novartis.com](mailto:diversityandincl.china@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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