

Associate Director, Alliance Mgt China

Job ID

REQ-10081991

Jul 15, 2026

LOC_CN

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

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_SG

Business Unit

Strategic Planning & BD&L

Location

LOC_CN

Site

Shanghai (Shanghai)

Company / Legal Entity

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

Functional Area

FCT_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10081991

Associate Director, Alliance Mgt China

[Apply to Job](#)

Source URL: <https://jobapi.novartis.com/req-10081991-associate-director-alliance-mgt-china>

List of links present in page

1. <https://jobapi.novartis.com/req-10081991-associate-director-alliance-mgt-china>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
4. <https://www.moseeker.com>
5. <https://www.moseeker.com>