NOVARTIS

Sr. Commercial Partnerships & Alliances Manager

Job ID
REQ-10087858
Nov 10, 2026
LOC_SA

About the Role

Major Accountabilities:

- Responsible for driving sales, promotion and development in the designated accounts to reach commercial goals
- Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes.
- Lead the preparation of strategies and individual tactical plans and to give strategic input in terms of analysis, future potential and key programs required for the accounts
- Prepare and negotiate contracts, and guide initiatives that the company launches to target particular account
- Analyze market situation including competitive intelligence activities on key accounts and key competitors
- -Organize customer events and other programs independently or with marketing/medical department,
- Contribute to the mapping of stakeholders, including segmentation and profiling and provide accurate and timely data for the Novartis CRM system.
- Responsible for driving the sales operations plan and for achieving agreed sales and broader performance targets for own part of the organization.
- Oversee BD&L-related commercial agreements and governance for assigned accounts, ensuring robust cross-functional alignment, appropriate internal approvals, clear accountability, compliance with contractual terms, and regular monitoring of performance, risks, and business impact

Requirements

- Bachelor’s degree in business, finance, science, or related field.
- Additional training in negotiation, strategic account management, or supply chain/commercial operations beneficial
- Minimum of 3 years’ experience in commercial partnerships, BD&L, alliances, or business development.
- Strong knowledge in handling quality metrics & issues.
- Marketing or Business Development experience preferred
- Experience working with local manufacturing operations is advantages
- Team management experience is preferred.
- Sales / Key account management experience in multinational companies.

Role Requirements

Division
DIV_IM
Business Unit
General Management
Location
LOC_SA
Site
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd
Functional Area
FCT_SA
Job Type

Full time
Employment Type
Regular
Shift Work
No
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