

Strategic Partner - Corporate

Job ID
REQ-10018484
Jun 30, 2025
China

Summary

- Working closely with Head of Strategy to support development of China's strategic direction and identification of key strategic priorities
- Lead implementation and landing of key strategic projects and initiatives at Novartis China level (e.g. cross-TA/ cross-functional business transformation)
- Work closely with cross functional leaders and relevant TA leaders to ensure TA/ function specific efforts are aligned with overall Novartis China direction and priorities
- Engage with relevant internal & external stakeholders to drive growth of Novartis China business and maximize patient access to medicine

About the Role

Major Accountabilities

- Work closely with Head of Strategy to support of Novartis China level growth strategies and identify relevant strategic priorities, as needed support evaluation of new strategic opportunities with solid business case
- Lead the implementation of key strategic initiatives and projects, with a focus on cross-functional and cross-TA level efforts at Novartis China level, specifically
 - Cascade Novartis China level strategy and initiatives to TA/ function level, tailor to TA/ function specific situations and requirements as needed. This requires in-depth understanding of Novartis China business (customers, products, competitive landscape, emerging trends & policies) and TA specific dynamics
 - Establish close working relationship with TA and functional teams to ensure alignment of Novartis China direction within TA and function
 - Lead cross functional teams and effective project management, engage and involve key internal and external stakeholders as needed
- Engage external various kinds of key stakeholders to understand Novartis China business environment as well as establish key customers relationship to drive insights into growth opportunities and ways to better address customers' needs.

Key Performance Indicators

- Achievement of Novartis China overall business KPIs (e.g. sales, # of patients, etc.)
- Evaluation from relevant cross functional collaborators (performance, project delivery, etc.)

Ideal Background

Education (minimum/desirable):

- University Degree (Science, preferred, Economics)
- MBA is desirable

Languages:

- English & Chinese fluent spoken & written;

Experience:

- Around 10 years of pharmaceutical industry experience
- Significant marketing experience required (minimum: with new product launch experience)
- New Product Development, Strategic Planning or Licensing experience
- Medical Affairs or Sales experience a plus
- OR 4+ years management consulting experience with relevant projects in pharmaceutical industry

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>

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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

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