

# Portfolio Strategy and Partnership Head - China

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REQ-10075923  
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## Сводка

The Head of Portfolio Strategy and Partnership China in Biomedical Research (BR) will coordinate due diligence and integration activities for external early development assets in China, working closely with the heads of Translational Medicine (TM) and Translational Clinical Oncology (TCO). In addition, this role will provide important support to the Head of TM China for both external collaborations and internal partnerships that further develop the TM portfolio and support upcoming China initiatives. The incumbent will collaborate extensively with local and global functional teams.

## About the Role

### Major accountabilities:

- Leads Supporting BR Due Diligence and Integration (20%)
  - 1) Coordinate China cross-functional due diligence team assignments within BR
  - 2) Advocate for China-specific considerations in global DD forums ensuring evaluations are conducted efficiently and to meet scientific expectations across Therapeutic Areas (TAs).
  - 3) Apply best practices and lessons learned from global integrations
  - 4) Assist TM and TCO heads to ensure clear role mapping, resource planning and risk mitigation across all line functions involved in a China integration
  - 5) Interface with both global and local BD&L, regulatory, and scientific stakeholders in all therapeutic areas including oncology to inform deal strategy and support effective execution
  - 6) Act as the TM due diligence and integration representative in China, facilitating comprehensive integration planning and execution following transaction completion.
- Driving TM China External Collaboration (80%)
  - 1) Lead and maintain external collaborations with hospitals identified as Early Clinical Center of Excellence (COE) for patient studies for TM, for example, organizing lessons learned meetings with major sites, scientific symposiums for new indications if needed
  - 2) Identify partners phase I sites or Clinical Research Organization (CROs) for upcoming clinical pharmacology studies, guild CROs to conduct Clinical Pharmacology (CP) studies based on Novartis standards
  - 3) Host senior global leaders' hospital visits for scientific and strategic engagement
  - 4) Organize trainings or scientific symposium in China to leverage Novartis expertise, and to engage China key opinion leaders in supporting TM projects in China
  - 5) Liaison China Key Opinion Leads (KOLs) in relevant TAs with global experts for project/indication specific interactions (e.g. connect China KOLs with Novartis medical and scientific experts at international conferences to discuss upcoming projects)
  - 6) Attend relevant local medical and scientific conferences to learn about evolving innovations in China and build networks in China to support TM strategy implementation
  - 7) Act as a cultural and operational bridge between global teams and China-based functions, ensuring mutual understanding and alignment

### Minimum Requirements:

- Advanced degree (PhD, MD, or equivalent) in life sciences or related field
- Fluent oral and written English and Mandarin
- Minimum 10 years of experience in global and/or local drug development
- Deep understanding of the China R&D and regulatory landscape
- Proven leadership in cross-functional, matrixed environments. Strategy mindset and self-motivation
- Strong communication, negotiation, and stakeholder management skills
- Minimum 5 years of people management experience
- Fluent in English and Mandarin
- DD and integration experiences are a plus

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

Research & Development  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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