

Commercial Partnerships & Alliances Manager

Job ID
REQ-10083723
июл 15, 2026
Мексика
Available in: English

Сводка

The Strategic Commercial Partnerships Manager is responsible for maximizing the value of Novartis Mexico assets throughout their lifecycle by identifying, evaluating, negotiating, and executing strategic commercial partnerships. The role serves as the business lead for externalization opportunities, licensing-out initiatives, and other partnership models that accelerate growth, expand market presence, and unlock additional value for portfolio assets.

This position owns the end-to-end deal-making process, including opportunity assessment, partner evaluation, financial modeling, business case development, term sheet and contract negotiations, governance approvals, deal activation, and alliance deployment. The role also supports contract renegotiations, divestments, and partnership terminations when required.

Success in the role depends on a strong combination of commercial acumen, financial analysis, strategic thinking, negotiation capabilities, and cross-functional leadership. The individual must understand the growth drivers of Novartis Mexico, identify opportunities across all stages of the product lifecycle, and structure financially sound partnerships that maximize long-term value creation for the organization.

About the Role

A. Major Accountabilities

- Identify strategic commercial partnership opportunities to drive growth and maximize the lifecycle value of Novartis assets.
- Evaluate opportunities across all lifecycle stages, including pre-launch, launch, growth, maturity, and beyond.
- Lead end-to-end deal-making processes, including partner assessment, financial evaluation, term sheet negotiation, contract negotiation, governance approvals, and deal activation.
- Build and assess financial models and business cases to support partnership decisions.
- Negotiate commercial agreements and ensure successful execution and deployment of alliances.
- Drive partner selection and oversee due diligence processes.
- Support contract renegotiations, divestments, and partnership terminations when appropriate.
- Collaborate with Commercial, Finance, Legal, NPP, and global stakeholders to ensure alignment and successful execution.
- Ensure compliance with global, regional, and local governance requirements.
- Launch and monitor new alliances to ensure value realization and business impact.

B. Key Performance Indicators (KPIs)

- Number and quality of strategic partnership opportunities identified.
- Incremental value generated through external partnerships.
- Deal pipeline progression and successful deal activation rate.
- Financial attractiveness and profitability of partnership agreements.
- Time-to-close for negotiations and contract execution.
- Successful deployment and operationalization of approved partnerships.
- Partner performance and alliance value realization.
- Portfolio lifecycle value maximization through commercialization agreements.
- Stakeholder satisfaction and cross-functional alignment.

C. Experience Required

- Experience in external partnerships, alliance management, or business development.
- Minimum 5+ years of combined experience across commercial and finance functions.
- Proven track record in cross-functional collaboration with internal and external stakeholders.
- Experience managing complex business projects and initiatives.
- Exposure to negotiations, business cases, financial assessments, or commercial agreements.

D. Skills & Capabilities

Strategic & Commercial

- Strategic thinking.
- Strong market and commercial acumen.
- Ability to identify growth opportunities and create value.
- Enterprise and intrapreneurial mindset.

Financial & Analytical

- Financial planning and control.
- Financial modeling and business case development.
- Strong analytical and problem-solving capabilities.
- Ability to assess the economic value and risk of partnerships.

Deal Making & Influence

- Negotiation and influencing skills.

- Stakeholder management.
- Partner assessment and relationship management.
- Ability to lead complex deal-making processes.

Leadership & Collaboration

- Cross-functional collaboration.
- Relationship-building and trust creation.
- Agile mindset.
- Resilience and results orientation.
- Growth mindset and self-awareness.

Languages

- Fluent Spanish and English.

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Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

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Дивизион

International

Business Unit

Marketing

Место

Мексика

Сайт

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Маркетинг

Job Type

Full time

Employment Type

Regular

Shift Work

No

Accessibility and accommodation

Novartis is committed to work with and provide 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 tas.mexico@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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