NOVARTIS

Sr. Commercial Partnerships & Alliances Manager

Job ID
REQ-10087858
Ноя. 08, 2026
Саудовская Аравия

Сводка

Responsible for managing Commercial Partnerships & Alliances at the local level, typically leading a small team and/or managing specific accounts and strategic relationships. Oversees business relationships and activities with key accounts to strengthen partnerships, expand collaboration opportunities, and achieve sales targets. Develops and maintains strong relationships with key stakeholders within customer accounts, gaining a deep understanding of their challenges related to patient care and identifying solutions that enhance patient outcomes and improve the overall customer experience.

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.

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)

Дивизион
International
Business Unit
General Management
Место
Саудовская Аравия
Сайт
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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