NOVARTIS

Site Partnership Manager

Job ID
REQ-10075397
апр 09, 2026
Индия

Сводка

The SSO Site Partnership Manager optimizes the cooperation with selected trial sites, considered key accounts for Novartis with huge potential to significantly contribute to the portfolio execution, aiming to improve performance in clinical studies regarding patient numbers, timelines, data flow and quality and thus establishes Novartis as partner of choice in clinical trials.

About the Role

Key Responsibilities

- Responsible for key account network within the country/extended country group (OPCs & satellite countries)
- Defines tailored engagement model with assigned sites according to local and structural needs of these sites
- Prepares and implements Site Partnership Strategy Plans in cooperation with assigned accounts
- Defines measures of success for each site in scope (e.g., % increase in portfolio volume, patient density, start-up, and contracting timelines)
- Single point of contact for all relevant stakeholders (e.g., departments heads, investigators, pharmacists, clinic administration) across all therapeutic areas at assigned sites regarding all study overarching topics
- Communicate Novartis standards & expectations for future collaboration
- Support feasibility process in close cooperation with the SSO Feasibility Manager
- Support and optimize early site engagement, speed of site initiation readiness as well as achievement of committed patient numbers in the assigned sites
- Responsibility to analyze all information regarding the assigned sites, to oversee all study activities and to survey sites´ strengths, areas of improvement and capacities
- Support sites to develop their network with other departments to improve study start- up, patient management and recruitment
- Support negotiation of study fees, contracts, contract templates and master templates as applicable

Essential Requirements:

- Degree in scientific or health discipline required and an advanced degree with clinical trial experience and/or project management (preferred) MBA or equivalent in Human Resources is preferred.
- Minimum 5 years' experience in clinical research in a role that oversees (project management) and/or with monitoring clinical trials.
- Understanding all aspects of clinical drug development with particular emphasis on monitoring and study execution Recentexperience in leading, coaching & mentoring diverse people partner/business partner partners. Capable of leading in a matrix environment, without direct reports
- Thorough understanding of the international aspects of drug development processes, including strong knowledge of international standards (GCP/ICH), health authorities (FDA/EMA), local/National Health Authorities regulations and Novartis standards
- Demonstrated negotiation and conflict resolution skills both internal and external (site relationships)

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

Accessibility and accommodation
Novartis is committed to working with and providing 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 diversityandincl.india@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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Functional Area
Research & Development
Job Type
Full time
Employment Type
Regular
Shift Work
No

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