

Head New Business NAMER-Sandoz " >

Job ID
326495BR
Sep 08, 2021
USA

Job Description

Generating new business in USA and Canada via out-licensing, co-distribution, Co-development and CMO arrangements in order to fuel growth strategy of Sandoz B2B in line with overall company objectives.

-Evaluating and structuring collaborative external agreements in deeply specialized functional areas while managing internal processes to finalize those deals.

-Portfolio/Operations Management and Execution of Project Management

-Collaborating across boundaries

-Effective transition of deals to Alliance Management team

-Functional Breadth, Managing Crises, Industry/ Business Exposure and networking in relevant markets, Due Diligence Business Case Development expertise, Transaction Deal Structuring, Conflict management

-Present the opportunity to appropriate deal committee and champion approval of negotiation and execution mandates.

Value and sales/OPINC impact of Deals signed

- Down payment and license fees generated via signed deals

- Development of sustainable partnership strategy for the region

- Collaboration effectiveness across the team

Diversity & Inclusion / EEO

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

Minimum Requirements

University degree (e.g. specialized in Marketing, Business) or degree in natural sciences with MBA

Min 10 years of experience in developing New Business opportunities within the pharmaceutical industry

Familiarity with US & Canadian generics market

Personal network in the industry

Sound knowledge and experience in business case preparation and NPV analysis

Why consider Sandoz?

Our number 1 priority is to pioneer patient access to better healthcare. We are a company of firsts. 1st to develop an oral penicillin antibiotic. 1st to develop and launch biosimilars. 1st to launch an FDA-cleared digital therapeutic. And we never stop asking: how can we continue to pioneer access in an ever-more digital and global world?

The answers come when curious, courageous and collaborative people are empowered to ask new questions, make bold decisions and take smart risks.

Sandoz, a Novartis division, is a leader in generic and biosimilar medicines and a pioneer in digital therapeutics.

Imagine what you could do at Sandoz!

Commitment to Diversity & Inclusion:

Sandoz, a Novartis company, embraces diversity, equal opportunity and inclusion. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration, and empowers our people to unleash their full potential.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

We are Novartis. Join us and help us re-imagine medicine.

Division

SANDOZ

Business Unit

SANDOZ BUSINESS OFFICE

Location

USA

Site

Princeton, NJ

Company / Legal Entity

Sandoz Inc

Functional Area

BD&L & Strategic Planning

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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