

# Business Development & Licenses Manager

Job ID  
REQ-10017726  
Aug 01, 2024  
Griechenland

## Summary

As Business Development & Licenses Manager, you will be responsible to enhance the value of Novartis' drug portfolio and out-licensing opportunities via leading and developing external alliance agreements and assisting in closing business deals and contributing in decision making. Value creation by seeking, structuring, negotiating and managing collaborative arrangements with partner companies. Responsible for providing financial and strategic insights, and contributing to long term forecasting and strategic planning.

## About the Role

### Major accountabilities:

- Assist the Business Development Lead in preparing regular reports, feasibility studies, and business models to evaluate potential opportunities.
- Conduct in-depth market and competitive analysis to support business development strategies.
- Analyze partnership performance metrics and KPIs, providing actionable insights and recommendations.
- Support in collecting and analyzing data on partnership performance and other key metrics.
- Assist in day-to-day operational tasks related to partnership management & business development processes.
- Provide analytical support for assessing partnership opportunities and strategic initiatives, contributing to decision-making processes.
- Ensure compliance with regulatory, medical, PV requirements and company policies in all operational aspects related to partnerships and business development.

### Minimum Requirements:

- University degree in Engineering, Business or Economics; MBA or MSc in Analytics will be an asset.
- At least 5 years' experience in multinational environment, preferably related to healthcare and consulting.
- Strong business acumen and established business partnering skills with willingness to go beyond role boundaries.
- Team player, pro-active, with good communication and interpersonal skills and ability to present & synthesize.
- Hands-on approach with exceptional analytical skills.
- Talent to operate in fast-paced organization with high degree of accountability & impact.
- Strong project management skills and cross-functional influencing management skills.
- Fluency in Greek and English, both in verbal and written communications.

**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>

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

Division

International

Business Unit

Innovative Medicines

Standort

Griechenland

Site

Metamorfosis

Company / Legal Entity

GR11 (FCRS = GR001) Novartis Hellas

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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