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1 Position in the Organization	
Job Title:	Associate Director, Alliance Management

2 Description
<p>The Associate Director, Alliance Management is responsible for ensuring the success of key business alliances within the Nabriva portfolio. This includes:</p> <ul style="list-style-type: none"> • Smoothly assume ownership and thorough understanding of commitments from Business Development as new partners are established and transitioned into day-to-day business partnerships. • Establish functional processes and communication plans with new partners, including governance, to ensure positive working relationship, decision making, conflict resolution, etc. • Develop and maintain relationships with individuals involved in alliances, both internal to Nabriva and with external partners. • Act as a champion internally by effectively communications goals, timelines and establishing cross functional alignment. • Plan and ensure flawless implementation activities with potential and existing alliance partners. • Resolve issues that come up in new partnerships and existing alliances. • Meet or exceed contractual KPIs and/or deliverables. Address risks and implement mitigation efforts as appropriate. Ensure risks and mitigations are appropriately communicated and escalated.

3 Duties and Responsibilities
<ul style="list-style-type: none"> • Participate in reviews and due diligence activities on external opportunities and act as a point of contact between the alliance/diligence teams. • Act as a communication conduit for business alliance project status, actions, and timeline schedules to assure success. • Lead interactions and meetings with alliance partners by developing agendas, prioritizing discussion items, capturing meeting minutes and tracking / following up on actions. • Establish and maintain relationships within and across organizations. • Support alliance governance processes and by implementing a successful alliance launch, maintaining organizational alignment, and helping resolve operational level conflicts. • Track progress on alliances and business opportunities and provide updates to Nabriva management, as appropriate. • Support alliance negotiations/renegotiations throughout the alliance lifecycle. • Identify new opportunities for relationship building within an alliance. • Partner with PMO and / or Brand Program Team in driving Alliance activities and

deliverables to ensure Corporate Objectives are met.

4 Qualifications and Skills

- Eight + years life sciences experience required in relevant disciplines (Alliance Management, life cycle or program management, etc.)
- Experience working with project/program teams across company functions.
- Demonstrated success working across global teams.
- Strong communication skills, at all levels of the organization.
- Ability to think strategically and execute activities and deliverables to meet the strategic.

5 Competencies

- **Customer-centric mindset.** Ability to address issues, communicate, and develop programs, and take on other tasks with a customer/patient focus based on a foundation of ethics, integrity, and quality
- **Results-driven individual** with strong levels of perseverance, resilience, and resourcefulness; works toward both individual and team goals. Demonstrates personal initiative/self-leadership, self-motivation and the ability to be involved at various levels and willingness to “roll up sleeves” to drive results and outcomes. Ability to adapt quickly and act with urgency
- **Continuous learner** uses critical thinking skills to solve complex business problems and provides innovative, value added solutions, while following standard policies and procedures
- **Superior organizational/project management skills.** Demonstrated ability to manage multiple assignments/projects, strict timelines, and to identify project interdependencies, resource needs, potential risks/pitfalls and mitigation plans. Focus on attention to detail and accuracy in work
- **Highly collaborative;** with an ability to see the “big picture’ and influence others across businesses, functions, geographies, and levels, motivated by collective success.
- **Communicates effectively:** Communicates clearly and concisely. Ensures messages are aligned to audience and purpose. Seeks and provides meaningful feedback. Trusted advisor.