

Executive Director BD&L Transactions

Job ID
REQ-10052926

6月 06, 2025

Switzerland

摘要

In close coordination with the respective BD&L Partnering Therapeutic Area Head, negotiate and secure BD&L deals of a specific therapeutic area (i.e. Immunology) across all stages of development (from research to commercial stage) and geographies.

Act as the deal architect and lead negotiator (deal structuring, term sheet, contract negotiations) for partnering opportunities strategically aligned with growth initiatives.

#Hybrid

Location: Basel, Switzerland

About the Role

Key Responsibilities:

- Provide outstanding partnering and project management through the entire deal making process to secure and implement attractive deals
- Develop partnering structures tailored to the profile of each envisioned collaboration
- Propose deal terms and negotiation strategy to BD&L Partnering Head(s)
- Drive contribution from various Functions to develop robust and comprehensive business cases and derive clear recommendations
- Identify and resolve issues promptly, gather and analyze information skillfully, escalate to senior management quickly
- Work closely with the Therapeutic Area Leadership team (Research, Development, Commercial, Strategy Heads) to understand key partnering priorities, drive alignment, and proactively communicate project updates
- Facilitate decision making process at key governance deal committees by preparing comprehensive presentations/memos
- Proactively monitor the external business environment and maintain a knowledge base of licensing transactions and other companies partnering activities
- Build and continuously strengthen broad industry network to facilitate deal making

Essential Requirements:

- Relevant degree, Ph.D. or Advanced degree desirable in the biological science plus MBA or similar advanced degree.
- Proficiency in English required - verbal, written, and negotiation.
- Demonstrated industry experience with significant experience in Business Development or Investment Banking
- Proven track record at sourcing, structuring, negotiating, closing different type of partnerships.
- Broad network in the industry
- Demonstrated history of leading international, global, and cross-functional teams and strategic corporate initiatives.
- Deal sheets are required as part of your application.

Commitment to Diversity & Inclusion:

We are 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 all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in any order to receive more detailed information about essential functions of a position, please send an e-mail to inclusion.switzerland@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Benefits and Rewards: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

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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部门
Strategy & Growth

Business Unit
Innovative Medicines

地点
Switzerland

站点
Basel (City)

Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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