

BD&L Finance APMA

Job ID
REQ-10054787

6月 12, 2025

India

摘要

About the role:

Strive for sustainable growth through supporting and negotiating deals within APMA. Partner with APMA Region and countries Business Development & Licensing teams to analyze, support and successfully close BD&L opportunities which are aligned with APMA business strategy as well as monitor existing deals across deal parameters.

Deal types include Exclusive Promotion and Distribution, Co-marketing, Selective Co-promotion (Digital, Channel management), TM divestments and information needs for global in-licensing deals, etc.

About the Role

Key Requirements:

- Trusted member of the Deal Team. Support APMA BD Directors and country BD leads by providing independent, high quality financial support to all BD&L transactions including EPDA, Licensing, Divestments, Co-Promotion and other strategic business initiatives.
- Makes recommendations for financial structure and terms to maximize value to Novartis while minimizing risk.
- Leads analysis of financial models underpinning deal terms; analyzes deal economics quickly to identify key value drivers and looks at key sensitivities.
- Specifically responsible for preparation of P&L 's, and financial slides for APMA/Cluster DRC business cases.
- Collect input from key finance (CFO, FRA, Tax, Funds Flow) stakeholders and incorporate their feedback in term sheet/contract in a timely manner. Takes proactive role in informing negotiations leader of financial issues.
- Constructively and proactively challenges deal terms which do not meet internal targets or are perceived to be inappropriate in terms of risk to Novartis.
- Provides key financial inputs to prioritize portfolio strategy and help ascertain short-/mid-/long-term partnering view.
- Provides financial oversights on existing deals in terms of reporting, tracking and flagging deviations on agreed deal parameters. Responsible to APMA finance dashboard data integrity and timely updates.
- Support APMA BD Directors for BD activities, including countries teams financial upskilling and capabilities building.
- Strong communicator with an ability to digest, simplify and present BD&L financials to countries and region management.

Essential Requirements:

- Excellent communication skills, both oral and written, are needed due to coordination and dissemination of important and confidential information.
- Strong interpersonal skills with ability to build strong partnerships and trust with counterparts.
- Ability to diplomatically challenge stakeholders within Novartis, from other companies, and from external organizations.
- Team leadership, project management, and negotiation skills are required. Business knowledge of the pharmaceutical industry including customers and competition is a plus.

Desirable Requirements:

- Minimum of 8-10 years ' experience in finance, accounting, and business operations, MBA will be a plus.
- Demonstrated superior financial analysis capabilities and superior skills in Excel.
- 1-2 years of Finance transaction/deal experience is a strong plus, as well as a solid understanding of accounting principles and current IFRS as it relates to BD&L transactions.
- Candidate must demonstrate initiative, creativity, and ability to work under pressure, often to tight deadlines.

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
Finance

Business Unit
Universal Hierarchy Node

地点
India

站点
Mumbai (Head Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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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.



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