

## Executive Director, BD&L Transaction

Job ID  
REQ-10055143

6月 24, 2025

Switzerland

### 摘要

We ' re a dedicated team united by a drive to deliver significant value to Novartis. You will partner with the respective BD&L Partnering Therapeutic Area Head, negotiate and secure BD&L deals of a specific therapeutic area (i.e. Oncology) across all stages of development (from research to commercial stage) and geographies. You will be the deal architect and lead negotiator (deal structuring, term sheet, contract negotiations) for partnering opportunities strategically aligned with growth initiatives.

### 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 Transaction Head
- Drive contribution from various Functions to develop robust and comprehensive business cases and derive clear recommendations
- Identify and resolve issues promptly, gather and analyse information skilfully, 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

What you 'll bring to the role:

#### Essential Requirements:

- Proven track record at sourcing, structuring, negotiating, closing different type of partnerships (Deal sheets are required as part of your application).
- Extensive experience in Business Development or Investment Banking with a Broad network in the pharma or biotech sector/industry.
- Demonstrated history of leading international, global, and cross-functional teams and strategic corporate initiatives.
- Show innovation and creativity in previous roles, demonstrating a curious mindset.
- Proficiency in English required - verbal, written, and negotiation

#### Desirable Criteria

- Relevant degree, PhD. or Advanced degree in the biological sciences. Plus MBA or similar advanced degree
- Experience in Oncology Therapeutic Area in BD&L space.

#### 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](mailto: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  
Universal Hierarchy Node

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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