

Director BD&L LACan

Job ID
REQ-10058233

8月 13, 2025

USA

摘要

Provide strategic direction to country BD&L teams to evolve BD&L from resource allocation mindset, mature and non-priority brands, to think B.I.G. mindset, growth and pre-launch assets, and also external assets that fills portfolio gaps.

Collaborate with country leaders to:

- maximize the value of Novartis' portfolio by designing and implementing a partnership roadmap aligned with the country commercial strategy.
- design reliable business cases that, based on good market understanding and brand potential, create and capture value through partnerships while managing financial and reputational risks.
- consolidate and expand a solid network of partners with strong reputation, consolidated footprint and expertise in the markets we play, and with the key capabilities needed to drive performance.

About the Role

Key Responsibilities:

Portfolio Analysis & BD&L Roadmap

We want to establish BD&L as a Go To Market model that helps maximizing any Novartis assets potential in any stage of the lifecycle through strategic commercial agreements.

- Participate in the development of product / portfolio strategies (i.e. New Product Plan (NPP), One Impact Plan (OIP), Strategic portfolio review, resource allocation) to capture partnering opportunities for any asset in any moment of the lifecycle.
- Developing deal strategy per franchise. Analyze and understand brand strategy and potential, and proactively bring solutions to maximize commercial opportunities leveraging our partner's expertise.
 - Pave the way for future new launches in new strategic therapy areas by exploring commercial agreements.
 - Accelerate the market penetration and fully exploit market potential of our core brands by exploring co-commercialization / co-marketing opportunities.
 - Maintain leadership in core therapy areas by exploring LCM opportunities to maintain their growth momentum and extend their LC tail.
- Ensure cross-functional collaboration with marketing, access, medical and finance among others to understand country priorities and identify and capitalize commercial opportunities through partnership.

Maximizing value, while minimizing risks

We want to design business cases that maximize the value of our portfolio through partnerships, with hypergrowth ambition and smart-risk approach.

- Preparation comprehensive business cases for commercial partnering deals (exclusive promotion, exclusive promotion and distribution, co-marketing and co-promotion) based on understanding of the market and brand strategy and potential.
- Communicate with impact the business cases with clear strategic and financial rationale, key value drivers, main objectives, financial scenarios and risks and opportunities when making partnering recommendations.
- Seek excellence when managing the deal making project plan to achieve business objectives in a timely manner, involving the right functions and stakeholders in every step of the process, and ensuring adherence to deal making process requirements and best practices.

Partnering network & partner of choice

We want to have the best network of partners and we want to be the best partner.

- Maintain and update a broad network of partners that have a strong reputation, valuable footprint, and solid key capabilities.
- Develop long-term partnerships based on trusted collaboration, business impact and win-win mindset.
- Develop an internal “partner of choice” mindset where the leadership team and commercial leads recognize the importance of getting to know our commercial partners and the value we create together.

Essential Requirements:

Work Experience:

- Pharma/ Business Exposure.
- Negotiation.
- Operations Management and Execution.
- Project Management.
- Collaborating across boundaries.
- Functional Breadth.

The pay range for this position at commencement of employment is expected to be between: \$176,400.00 and \$327,600.00/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

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>

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部门

International

Business Unit

Universal Hierarchy Node

地点

USA

状态

New Jersey

站点

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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