

Senior Lead, Business Development & Licensing

Job ID
REQ-10058955

7月 29, 2025

Japan

摘要

-Develop and maintain a business development capability for Global BD&L activities in the Country. Participate in identifying & implementing appropriate Country business development opportunities that facilitate Novartis' goal of achieving ap-propriate ranked position worldwide. Develops portfolio gap analyses & competitive intelligence reports for the Country in close collaboration with other Country leaders, and seeks return-maximizing ways to fill portfolio holes through licensing agreements.

About the Role

Major accountabilities:

- Participate in the execution of the organization 's BD&L strategies and plans.
- Participate in Business Development activities to enhance the value of Alliances & manage partnership risks.

- Execution of finding activities and alignment with strategic priority targets under supervision.
- Co-lead due diligence, build network of contacts, oversee evaluation of partnerships at multiple levels.
- Negotiations and structuring of transactions (e.g. License deals, out license, JV, divestments etc.), and take part in drafting contracts under supervision.
- Assist in the governance process.
- Support BD&L projects, including the prioritization of activities.
- Support the prioritization of BD&L projects in accordance with strategic priorities.
- Support day to day project management, resource allocation, managing across matrixed functions, time line adherence, internal & external communications and working effectively in x-functional teams -Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Key performance indicators:

Responsible for Deals at country/Local level

Minimum Requirements:

Work Experience:

- Industry/ Business Exposure.
- · Functional Breadth.
- Operations Management and Execution.
- Collaborating across boundaries.
- Project Management.

Skills:

- Alliance Management.
- Business Development.
- · Collaboration.
- Creativity.
- · Cross-Functional Teams.
- Curiosity.
- Customer Experience.
- Due Diligence.
- · Emergency Management.
- Evaluation.
- Law (Legal System).
- Lifesciences.
- Marketing Strategy.
- Media Campaigns.
- Merchandising.
- Negotiation Skills.
- Prioritization.
- Project Management.
- Sales.
- Scouting.
- · Search.

Selling Skills.
Transactions.

Languages:

English.

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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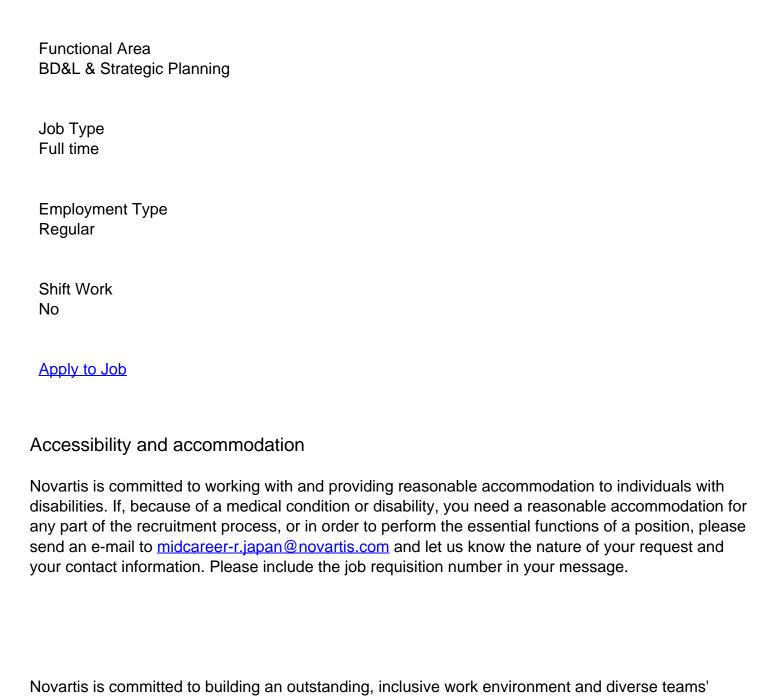
部门 International

Business Unit Universal Hierarchy Node

地点 Japan

站点 Toranomon (NPKK Head Office)

Company / Legal Entity JP05 (FCRS = JP005) Novartis Pharma K.K.



representative of the patients and communities we serve.



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