

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 appropriate 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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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>

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.

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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