

Senior Manager, M&A Transactions

Job ID
REQ-10072103

3月 09, 2026

Switzerland

摘要

Location: this role can be based in Cambridge, MA, East Hanover, NJ US or Basel Switzerland. If based in Europe please apply via REQ-10072103.

#LI-hybrid

The Novartis Corporate Business & Development team is seeking a new Senior Manager, M&A Transactions who will be fully responsible and accountable for end-to-end execution of small (<\$200 million MAL value) scale acquisitions and divestments at Novartis and supporting more senior M&A Transaction leads on larger scale deals. The Senior Manager M&A Transactions plays a key role in the assessment and execution of acquisition opportunities at Novartis to secure external innovation and drive Novartis future revenue growth through leading cross-functional teams to inform material capital allocation decisions.

About the Role

Key Responsibilities:

- Deal strategy and execution
 - Once an opportunity has been identified and triage is completed by S&E (Search & Evaluation), the Senior Manager M&A Transactions will outline a deal strategy (game plan), including a timeline to signing, governance planning, gating diligence items, bidding strategy, and an engagement plan with the target company.
 - Shape and secure non-binding offer and ultimately binding offer terms in collaboration with M&A Finance, DD (Due Diligence), M&A Legal, M&A Tax, and other relevant line functions within Biomedical Research (BR), Development, TAS, US and International as needed.
 - Build and manage high-performing teams on a deal-by-deal basis, ensuring appropriate level of seniority and cross-functional representation to enable consistently high-quality decision-making at the Executive Committee Novartis (ECN) and Board of Directors (BoD) level.
- Risk and value assessment
 - In collaboration with DD head, launch and govern a VDR (Virtual Data Room) based diligence, ensuring target company is disclosing all relevant information and Novartis internal experts are reviewing all relevant information.
 - Coordinate relevant business case inputs and ensure appropriate review from relevant TAL (Therapy Area Leadership) members and ECN members.
 - Incorporate findings from diligence into the risk and value assessment and solicit support from third parties in the diligence process as needed to inform the assessment and recommendation.
- Review and negotiation of definitive documentation
 - Primary counterpart to M&A legal to solicit business input on transaction documents.
 - Soliciting input across functions and ensuring transaction documents secure Novartis interests while balancing risk and reward for the partner.
- Governance orchestration
 - Prepare decision-making framework for ECN DC and BoD, ensuring consistent approach to risk and value assessment of an opportunity.
 - Choreograph compressed / ad-hoc governance calendars to secure approvals in competitive processes and maintain pre-read hygiene.
 - Integrate PSB, R&D LT, and Commercial Review session outputs into ECN DC and BoD materials.
- Approval-to-closing diligence process
 - Review of all new information shared by the counterparty or as it relates to the target asset(s) profile from approval until signing and again from signing until closing.
 - Ensure all new information is adequately reviewed by relevant line functions with escalation to C&BD management and relevant ECN members as appropriate.
 - Key partner to integration function post-signing to ensure knowledge transfer and strategic value drivers of the deal are prioritized in the integration planning process.

A Senior Manager M&A Transactions is a key contributor to supporting portfolio-shaping transactions, ensuring compliance and risk mitigation, orchestrating cross-functional execution, and enabling organizational readiness for integration or separation.

Essential Requirements:

- 2+ years' experience in leading end-to-end M&A deals across a variety of deal types, including acquisitions, divestments, joint ventures, licensing, and partnerships across multiple geographies.
- Thorough understanding of corporate strategy with ability to align deals with enterprise growth objectives and portfolio priorities.
- Strong financial background with a solid understanding of financial modelling, scenario planning and synergy assessment.
- Skilled in identifying and mitigating strategic, financial and operational risks.
- Understanding of legal frameworks for licensing and acquisition deals, and a thorough understanding of antitrust and regulatory processes as it relates to document creation and competition law.
- Ability to lead cross-functional teams with influence and drive large multi-disciplinary teams to achieve common objectives and goal.
- Ability to work under pressure and tight timelines while maintaining a collaborative spirit and high communication skills.
- Education: Bachelor's degree required, ideally with a business, finance, or life-science focus. Master's degree or equivalent preferable.

Commitment to Diversity and Inclusion:

Novartis is 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 order to receive more detailed information about the essential functions of a position, please send an e-mail to diversity.inclusionch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门
Strategy & Growth

Business Unit
Finance

地点
Switzerland

站点
Basel (City)

Company / Legal Entity
C010 (FCRS = CH010) Novartis International AG

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b3b46f663b2335426693"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth <= 0) { var config = { targetId:
"kalturaplayer69b3b46f663b2335426693", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
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disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom ' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over ' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }

```



VIDEO

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