NOVARTIS

Group Head - BD&L Finance APMA

Job ID
REQ-10073670

3   13, 2026

India

Strive for sustainable growth through supporting BD&L deals within APMA. Partner with APMA Region and countries Business Development & Licensing teams to analyze, support and successfully close BD&L financials as well as monitor existing deals across deal performance parameters.
Deal types include Exclusive Promotion and Distribution, Co-marketing, Selective Co-promotion (Digital, Channel management), TM divestments and information needs for global in-licensing deals, etc.

About the Role

Major accountabilities:

- Act as a trusted finance partner on Deal Teams, supporting BD Directors and country BD leads across APMA on BD&L transactions including EPDA, licensing, divestments, co   promotion, and strategic initiatives.
- Provide independent, high   quality financial guidance and propose optimal deal structures and

terms that enhance value and minimize risk for Novartis.

- Lead financial modelling for transactions, rapidly assessing deal economics, identifying key value drivers, and evaluating sensitivities.
- Prepare P&Ls and financial support documents for APMA/Cluster DRC business cases with accuracy and clarity.
- Coordinate with key finance stakeholders (CFO, FRA, Tax, Funds Flow) to gather inputs and integrate feedback into term sheets and contracts, proactively highlighting financial issues to negotiation leads.
- Challenge deal terms that fall short of internal benchmarks or introduce undue risk, ensuring alignment with Novartis standards.
- Provide financial insights to shape portfolio prioritization and support short-, mid-, and long term partnering strategy decisions.
- Oversee financial performance of existing deals, including reporting, tracking, and escalating deviations from agreed parameters.
- Maintain integrity and timely updates of APMA finance dashboard data while supporting BD Directors with portfolio assessments, capability building, and identification of new BD opportunities.

Minimum requirements:

- 8–10 years of experience in finance, accounting, and business operations, with an MBA considered an advantage.
- Strong financial analysis expertise with advanced Excel skills and solid understanding of accounting principles and IFRS, especially as applied to BD&L transactions; 1–2 years of deal/transaction experience is a plus.
- Demonstrated business acumen, initiative, creativity, and ability to perform effectively under pressure and tight deadlines.
- Excellent verbal and written communication skills, with the ability to manage sensitive and confidential information.
- Strong interpersonal skills to build trustful partnerships and diplomatically challenge stakeholders across internal and external organizations.
- Proven team leadership, project management, and negotiation capabilities.

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

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

Finance

Business Unit
Finance

India

Telangana

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Alternative Location 1
Hyderabad (Office), India

Functional Area
Audit & Finance

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("kalturaplayer69b3dc500c9e3888119971"); 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   var config = { targetId:
"kalturaplayer69b3dc500c9e3888119971", provider: { widgetId: "1Om7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: O }, plugins: { download: {
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 } };


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: "1dgfvmafo"}); 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

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 individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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