

## Director M&A Transactions

Job ID  
REQ-10080256

6月 08, 2026

USA

### 摘要

#LI-Hybrid

Location: this role can be based in Cambridge MA, East Hannover New Jersey or Basel Switzerland. Please ensure you apply for the position in the correct location for you

Please note closing date for applications is 2 weeks from date of posting

Step into a pivotal role at the heart of Novartis' growth strategy, where you will lead and shape high-impact transactions that define the future of our portfolio. As Director, M&A Transactions, you will drive the end-to-end execution of complex deals, partnering across global functions to unlock external innovation, inform critical capital allocation decisions, and deliver sustained value creation. This is a uniquely high-visibility opportunity to influence enterprise strategy, operate at the forefront of deal-making, and play a central role in advancing Novartis' ambition to transform patient outcomes worldwide.

## About the Role

### Key Responsibilities

- Lead end-to-end execution of mid-scale M&A transactions from deal strategy through signing and closing
- Define and drive deal strategy, including timelines, governance planning, and engagement with target companies
- Shape and negotiate commercial terms in partnership with finance, legal, tax, and cross-functional stakeholders
- Build and lead high-performing, cross-functional deal teams to support robust decision-making at senior governance levels
- Oversee corporate due diligence processes, ensuring comprehensive risk and value assessment across all functions
- Develop and present clear, data-driven recommendations to executive committees and Board-level stakeholders
- Partner with integration teams post-signing to ensure strategic value drivers are realized and successfully embedded

### Essential Requirements

- Proven experience leading end-to-end mergers and acquisitions transactions across multiple deal structures and geographies within a pharmaceutical, healthcare or Biotech organization
- Strong strategic and commercial acumen with ability to align transactions to enterprise growth priorities
- Solid financial expertise, including financial modelling, valuation, and scenario planning
- Demonstrated ability to lead complex, cross-functional teams and influence senior stakeholders
- Deep understanding of risk assessment across strategic, financial, and operational dimensions
- Advanced degree in business, finance, or life sciences

### Novartis Compensation Summary:

The salary for this position is expected to range between 176000-327000 USD per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the

published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

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 \(PDF 30 MB\)](#)

#### EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

#### Accessibility & Reasonable Accommodations

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门  
Strategy & Growth

Business Unit  
Finance

地点  
USA

状态  
Massachusetts

站点  
Cambridge (USA)

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

```
var config = { targetId: "kalturaplayer6a276abaafe93730762754", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
```

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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { 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"}); } catch (e) { console.error(e.message) }
```

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