

# Head of China C&BD

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## Сводка

He/she serves as Novartis C&BD's primary external representative in China, maintaining deep industry and competitive insight while cultivating strong relationships across biotechs, investors, and the broader innovation ecosystem. The person is deeply entrenched in the community with an emphasis to expand even further and acts as the Site Head for C&BD in China.

The Head C&BD China leads the creation and execution of a structured, proactive approach to identifying and evaluating significant business and licensing opportunities in China, spanning from early-stage research collaborations to late stage commercial deals to assets at all development stages with global or ex China rights.

The position brings sophisticated deal making expertise to unlock novel opportunities, and ensures execution on clear, strategically aligned search priorities that support research, development, and commercial needs as defined by the Global Head of S&E and the respective Therapeutic Area S&E Heads (as well as platform/AI).

It drives proactive pipeline gap identification, fosters creative and agile sourcing mindsets, and ensures robust triage and documentation of inbound prospects. As part of the C&BD Leadership Team, the role provides scientific, strategic, and commercial perspectives, acts as the main C&BD liaison to China leadership, and strengthens integration with the global C&BD organization with an emphasis on S&E in particular.

It champions Novartis' positioning as a preferred partner in China by instilling urgency, agility, and collaboration, increasing engagement with the biotech community, ensuring strong conference representation, enabling deal type creativity, and developing high-performing talent.

## About the Role

- Within C&BD
  - Ensures the China S&E team **delivers on the Global search priorities**
  - Ensures team **proactively identifies external growth opportunities along the RDC continuum** in China
  - Ensures team **efficiently screens inbound global opportunities and liaises with the global S&E team** to triage these opportunities; ensures documenting of all incoming opportunities and all declines / next steps
- As member of C&BD LT, provides **insights, strategic guidance on deal-making in China while staying closely connected to the respective C&BD functions globally** (S&E, DD, Transactions, and Alliance Management)
- Enables the China C&BD associate to be **key members of the China local office and the global C&BD team**
- The China C&BD Head will also ensure cohesion across the C&BD functions and associates present in China, and will be an **intricate advisor and partner to the Global Head of C&BD as well as members of the C&BD LT** on all BD&L or M&A projects to assist with resolving issues during due diligences and negotiations
- The China C&BD Head will also work closely with the Global Head of C&BD and Global Head of S&E to evaluate the rationale and operational requirements (with the possible assistance of external advisors) to **consider the establishment of a venture effort in China**
- With S&G and other functions
  - Closely works together with Novartis Senior Leaders within S&G and throughout the organization to **align regional commercial interests with broader enterprise priorities**
  - Attracts, educates, and develops talent and fosters collaboration within the broader global S&E team C&BD sub-teams, and the wider NVS organization in close alignment with the Global C&BD Head
  - Acts as the main C&BD point of contact to the Global Head of C&BD and has relationships with the local China office leadership team
  - Builds enterprise relationships with key internal stakeholders across the organization
- On processes and governance
  - Helps to strengthen the front-end of the BD process to ensure the China S&E team has a fully comprehensive understanding of the ever-evolving landscape of opportunities and efficiently screens inbound opportunities, ensures documenting of all incoming opportunities and all review outcomes
  - **Creates a new structured, systematic approach to landscaping opportunities in China and implements/orchestrates the new process**
  - Collaborates closely with Global Head of S&E to bring Regional/China deals to appropriate governance (i.e. ECN-Deal Committee); and also with TA S&E Heads on Global or ex-China deals, as well as the China NPP Strategy team, and relevant TALs
  - Accountable for establishing functional excellence & continued improvement to significantly enhance the value of the opportunity pipeline and prioritize the portfolio in accordance with scientific merit and strategic priorities
  - Drive development and alignment of standards, processes, and tools across the Enterprise.
- To the external world
  - **Represents Novartis as local C&BD Site Head to the external world in China**
    - Is the point of contact for all new business opportunities that come to Novartis in China and works closely with the Global S&E team and C&BD teams
    - Has a very detailed knowledge of the industry and competitive landscapes in China region including biotech, as well as mid and large cap pipelines,
    - Is deeply entrenched in and connected with the China ecosystem ranging biotechs, VCs, PE, IBs and other investors and has the leadership capabilities to navigate the C-suite of biotechs and senior executives in mid and large cap pharma
  - Ensures appropriate representation of NVS at major conferences in China
  - **Contribute to 'rebranding' NVS** as the partner of choice and increase visibility and attractiveness of NVS as partner in China

**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 \(PDF 30 MB\)](#)

Дивизион  
Strategy & Growth  
Business Unit  
Strategic Planning & BD&L  
Место  
Китай  
Сайт  
Shanghai (Shanghai)  
Company / Legal Entity  
CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.  
Functional Area  
BD&L & Strategic Planning  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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