NOVARTIS

Director, Search & Evaluation

Job ID
REQ-10083154
Июл. 15, 2026
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Сводка

- Contribute to sourcing of M&A, and BD&L deals originating in China that are aligned with global S&G priorities.
- Leverage innovation in China by identifying technologies and assets in alignment with global search priorities. Present opportunities within the global S&E team and broader C&BD team.
- Being the face of Novartis and the first point of contact in the region for biotechs with technologies and early-stage assets of potential interests.
- Contribute to building competitive landscape reports for companies in the region.
- Work as a lead for screening opportunities in China scouting for innovative technology while supporting materially sized, late-stage commercial deals.

About the Role

Your responsibilities include, but are not limited to the following:

- Deliver against the S&G organization's Business Development & Licensing strategies and plans/objectives.
- Lead the execution of finding activities and alignment with strategic priority targets.
- undefined
- Manage stakeholders, present to internal leadership teams and drive internal consensus on opportunities.
- Support the formal governance process to seek and obtain approval for appropriate deal opportunities and adhere to internal BD&L review process to ensure quality and consistency of the evaluation of all BD&L activities in accordance with process guidelines.
- Present the opportunity to appropriate deal committee and provide local support for timely negotiation and execution mandates.
- Foster collaboration throughout Novartis China organization to align regional commercial interests.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

Role Requirements

- Master's degree in a related scientific field required. Doctorate degree is preferred, MBA, Overseas education a strong plus.
- 5+ years of business development work experience in the pharmaceutical or biotechnology industries required; Cross-border licensing experience a strong plus.

l Strong work ethic, problem-solving, and project management skills.

l Strong accountability, integrity, and communication skills, with ability to appropriately represent the S&E organization internally, as well as to represent Novartis across the life sciences and finance/VC community in China and beyond.

l Ability to learn fast, adapt in multi-faceted environment, and drive initiatives beyond past experiences.

l Strong collaboration mindset and ability to influence without authority.

l Excellent English and Mandarin.

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

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.china@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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