NOVARTIS

Director, BD&L Tx China

Job ID
REQ-10083159
Июл. 15, 2026
Китай

Сводка

Under the supervision of the B&L Transactions TA Head, negotiate terms (financial and non-financial) and secure deals strategically aligned with growth initiatives, across all stages of development (from research to commercial stage) with a particular focus on deals in China.

About the Role

- Provide outstanding negotiation skills through the entire deal making process to secure and secure attractive deals
- Leverage and continuously strengthen broad industry network to facilitate deal making
- Drive contribution from various key functions to develop robust and comprehensive business cases and derive clear recommendations
- Work closely with the Therapeutic Area Leadership team (Research, Development, Commercial, Strategy Heads) to understand key partnering priorities, drive alignment, and proactively communicate project updates
- Lead Deal Team – Drive BD&L process from due diligence to deal signature, ensuring internal and external coordination, diligently progressing through each step of the partnering process, preparing high quality presentations for various governance boards Proactively monitor the external business environment and maintain a knowledge base of licensing transactions and other companies partnering activities

Key Performance Indicators (Indicate how performance for this role will be measured)

• Curious, engaged, self-starter, eager to learn and contribute while operating in a fast-paced highly competitive environment

• Outstanding presentation and communication skills:

- Ability to synthesize and present clearly to senior executives complex set of facts (i.e. scientific, clinical, commercial, and financial information) to facilitate decision making process

- Actively listens and gets clarification when needed, responds well to questions, speaks clearly and persuasively in positive or negative situations

- Proactively communicate changes and progress to manager and/or internal stakeholders

• Strong interpersonal skills, build and strengthen broad network to promote Novartis' reputation and visibility as a preferred partner in the China biotech ecosystem

• Best-in-class project management skills, ability to multitask and perform under pressure to meet challenging deadlines

• Outstanding time management and demonstrated delivery of continued high-quality work in a complex cross-functional and ever-changing environment

• Teamwork skills:

- Balance team and individual responsibilities

- Puts success of team above own interests

- Support everyone's efforts to succeed and contribute to building a positive team spirit

• Strategic thinking skills complemented by strong execution focus (drive projects to conclusion)

• Problem solving skills: identify and resolve problems in a timely manner, gather and analyze information/facts skillfully, be creative

• Ability to navigate through the matrix organization to drive contribution from various functions (e.g. Research, Development, Commercial) and develop a robust business case to support potential deals

• Treating people with respect, inspires the trust of others, working with integrity and ethically, uphold organizational values

Job Dimensions (Indicate key facts and figures)

Number of associates: 0

Financial responsibility: None

(Budget, Cost, Sales, etc.)

Impact on the organisation:

- undefined

Ideal Background (State the preferred education and experience level)

The BD&L Director will be an experienced business development professional with track record of successful deal completion in therapeutics and with a solid network within the innovation ecosystem in China

Education (minimum/desirable):

· University degree (medical, bioscience or business background preferred)

· MBA – will be considered as an asset

· Proven track record in successfully closing transactions (deal sheet requested)

· Ability to build long-term relationships with partners

· Proven proficiencies with a wide range of data/information: scientific/clinical, legal/regulatory, business, financial and market analytics

· Strong track record in leveraging and maximizing matrix environment (local-global)

· Demonstrable abilities to translate complex terms into Term Sheet, contracts and conditions into strategic and operational elements for both internal and external parties. would move this to Background

Languages:

English and Mandarin (spoken, written, and negotiation context) required

Experience: 5+ years industry experience with at least 3+ years in Business Development 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

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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