

Director, Search & Evaluation (Platforms & AI)

Job ID
REQ-10084825
авг 06, 2026
CША
Available in: English

Сводка

This role sits at the intersection of artificial intelligence, drug discovery, and business development, leading the search, evaluation, and prioritization of external AI-enabled opportunities that can accelerate innovation across Novartis Biomedical Research & Development. The individual will develop strategic perspectives on emerging AI technologies, platforms, datasets, and companies, while identifying high-impact partnering opportunities aligned with Novartis' R&D priorities.

Working closely with scientific, technology, and business stakeholders, this person will lead diligence efforts on complex AI opportunities, assessing scientific differentiation, partner capabilities, data and model quality, implementation feasibility, and strategic fit. They will help shape governance-ready recommendations for senior leadership, build relationships across the AI ecosystem including biotech, technology, venture capital, and academia, and establish scalable frameworks for evaluating external innovation. This is a highly visible role for someone who enjoys combining scientific curiosity, strategic thinking, and external engagement to help shape the future of AI-enabled R&D.

This role is required to be in our Cambridge, MA office 3x/week.

About the Role

Key responsibilities:

- Lead execution of AI-focused S&E strategy in priority R&D areas, translating internal scientific and business priorities into external search themes and actionable landscapes.
- Develop and maintain strategic landscapes across AI-enabled R&D, including company mapping, technology segmentation, financing and deal trends, and prioritization of opportunities.
- Lead complex triage and diligence efforts for AI platform, data, model, and end-to-end discovery/development opportunities, coordinating cross-functional input.
- Assess technical and strategic differentiation of external AI opportunities, including evidence strength, data access and quality, model validation, wet/dry lab integration, implementation path, partner maturity, and fit with Novartis R&D needs.
- Prepare and present high-quality decision materials for S&E, C&BD, and R&D leadership, including strategic recommendations, governance updates, deal rationale, and clear next-step proposals.
- Build strong internal alignment with BR, Development, Data/Digital/IT, and other enabling functions to translate R&D priorities into actionable search themes, partnering strategies, and high-impact external opportunities.
- Develop and maintain external relationships with AI biotech and technology companies, venture investors, incubators, academic groups, and industry thought leaders.
- Monitor competitor activity, investment trends, BD deal-making, and technology inflection points in AI-enabled R&D to inform Novartis positioning and engagement strategy.
- Contribute to continuous improvement of S&E processes, including AI-specific diligence frameworks, company tracking, landscape refreshing cadence, and governance standards.

Essential requirements:

- Delivery of high-quality AI landscapes and strategic perspectives that inform C&BD and R&D prioritization.
- Identification and advancement of differentiated AI-enabled R&D opportunities aligned with Novartis priorities.
- Timely and rigorous triage/diligence of AI opportunities with clear recommendations and well-documented rationale.
- Effective cross-functional alignment across BR, Development, Data/Digital/IT, and governance stakeholders.
- High-quality governance materials and leadership communication.
- Strong external network coverage across AI biotech, technology, academic, and VC ecosystems.
- Improved S&E organizational capability to evaluate AI opportunities consistently and efficiently.
- Contribution to team development, knowledge management, and scalable ways of working.

Desirable requirements:

- Advanced degree in life sciences, computational biology, chemistry, engineering, medicine, data science, or related field strongly preferred; PhD, MD/PhD, PharmD, MBA, or equivalent experience preferred.
- 10+ years of experience in biopharma R&D, business development, AI-enabled life sciences, search & evaluation, strategy, venture, consulting, computational drug discovery, or data science.
- Demonstrated ability to evaluate complex scientific and technology platforms and translate technical differentiation into strategic and business implications.
- Strong understanding of drug discovery and development, with knowledge across AI-enabled target identification, chemistry, biologics, translational science, clinical development, data platforms, and/or lab automation.
- Experience leading cross-functional opportunity assessment, diligence, governance preparation, or BD-related evaluations.
- Strong external orientation and network-building ability across AI-enabled biotech, technology, venture, academic, and innovation ecosystems.
- Ability to operate independently, influence without authority, and drive alignment in a matrixed global organization.
- Excellent executive communication skills, including the ability to synthesize complex technical topics into concise, decision-ready narratives.
- Strong judgment on data quality, model validation, scientific differentiation, implementation risk, IP/data considerations, and strategic fit.
- Experience mentoring colleagues or leading workstreams preferred.
- Willingness to travel domestically and internationally as needed.

The salary for this position is expected to range between \$176,400 and \$327,600 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. US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally <https://www.novartis.com/careers/benefits-rewards>

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

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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 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.

Дивизион

Strategy & Growth

Business Unit

Strategic Planning & BD&L

Место

США

Состояние

Massachusetts

Сайт

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US061) Novartis Services, Inc.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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