

# Associate Director Due Diligence China

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Китай  
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## Сводка

Due Diligence (DD) Associate Director in his/her role as DD Lead leads cross-functional team(s) of subject matter experts (SME) in DD phase of external partnering evaluations. The focus of the role lies on evaluating partnerships with partners in China and covers primarily preclinical and early development stage projects. DD Associate Director as DD Lead is accountable to ensure robust, fair balance, and timely scientific / technical DD evaluations and to develop an integrated DD team recommendation. DD Associate Director as DD Lead is a partner for Transactions and Alliance Management in deal implementation/execution for out-licensing projects.

## About the Role

### DD Associate Director as Due Diligence Lead

- **Due Diligence Scientific / Technical evaluation**
  - Manages and drives the due diligence for the review, evaluation, and recommendation of BD&L opportunities under guidance of a DD Therapeutic Area (TA) Head as applicable
  - Ensures the correct handling of confidential information and compliance with confidential disclosure obligations and ensures the DD teams do the same
  - Lead for scientific / technical DD evaluation (focused DD to address key questions) and for the full assessment DD (in-depth opportunity review) in close partnership with Search & Evaluation (S&E) / Transaction Lead
  - Responsible for operational excellence in the set-up and conduct of DD (adherence to C&BD process; review of data, integrated development plan / timelines, on site visits etc.)
  - Ensures fair balance and accuracy
  - Leads development of an integrated and aligned risk management plan
  - Co-ordinates and leads DD team review, discussions and recommendation
  - Leads preparation of reporting and communication of scientific / technical DD findings to Therapeutic Area Leadership (TAL) and all relevant decision bodies, e.g., Executive Committee Novartis - Deal Committee (ECN DC)
  - Contributes to presentations of scientific / technical DD findings to management
- **Due Diligence Project Management – Development plan**
  - Leads the elaboration of comprehensive, accurate and aligned early stage development plans and costs
  - Ensures with respective SMEs and in collaboration with the DD TA Head the appropriate integration of considerations for feasibility, uncertainties, and competitive challenges in the market, including appropriate scenario generation and contingency planning
- **Due Diligence Finance and Deal contribution**
  - Ensures with respective SMEs and in collaboration with the DD TA Head R&D costs for the project in scope of the DD are prepared in coordination with Finance and the respective line functions
  - Liaises with relevant functions incl. Finance and TRD/TechOps to prepare COGS estimates
  - Ensure with respective SMEs and in collaboration with the DD TA Head assumptions for PoS and OPA are aligned with relevant stakeholders
  - Understands high-level financial valuation (such as NPV) and challenges development-related assumptions
  - Co-ordinates in collaboration with S&E / Transaction Lead and Commercial / Therapeutic Area Strategy Lead alignment on Target Product Profile (TPP).
  - As member of Deal Team, contributes to the preparation / review of offers, term sheets, and contracts, by ensuring major DD findings and risk inflection points are appropriately considered
- **Due Diligence Leadership**
  - Fosters a 'collaboration with courage' team environment
  - Drives in collaboration with the DD TA Head team recommendation based on integrated view on the C&BD opportunity with fair balance of opportunities and risks, and with solution focused outlook
  - Ensures professional and positive interactions with the external company / partner
  - Raises together with DD TA Head contentious issues in a manner that drives resolution, and enables others to do the same
  - Documents that DD team members are trained according to requirements.

DD Associate Director as DD Lead

- Objective, balanced scientific and technical due diligence evaluations of high quality leading to clear opportunity and risk profiles, supporting decision making and solution focused risk mitigations strategies
- Seamless and smooth interaction with senior management decision bodies
- Realistic planning of key milestones, plans, risk mitigation, costs and timelines to ensure best forecast assumptions
- - Preparation of high-quality deal presentations to senior management in support of recommended deals

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Дивизион  
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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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