NOVARTIS

Director, US BD&L and Commercial Mergers & Integrations

Job ID
REQ-10089377
Окт. 13, 2026
США

Сводка

The Director, US BD&L will work under the leadership of the ED US BD&L and Commercial Mergers & Integrations to partner with the an extended team of US cross functional experts providing strategic support across therapeutic areas, with a preference for candidates who bring relevant expertise through scientific, clinical, pipeline, commercial, or BD&L experience. This individual will help ensure strong US perspective and alignment across asset assessments, opportunity prioritization, and cross-functional input, while supporting effective partnership with the global team in Strategy and growth (BD&L) as well as the M&A group.

The Director, US BD&L will offer strategic support in an agile way, depending on the priorities.

This leader is expected to demonstrate accountability and responsibility for broader enterprise leadership in her/his decisions and engagement across the US Pharma organization and the Global Pharma Organization.

This leader has a passion for transformational enterprise leadership, decisive strategy in service of delivering higher impact for patients, customers, healthcare systems with higher quality, speed and agility.

About the Role

Key Responsibilities:

- Coordinate clear and timely US input across TA pipeline leads and relevant line functions to support high-quality BD&L assessments and recommendations.
- In close collaboration with the data and insights team, integration of insights and recommendation for all sources of external data, including analysts' reports, enterprise level competitive intelligence
- Serve as an effective bridge between US stakeholders, Strategy & Growth, TASH, and Global teams to ensure aligned, actionable, and well-integrated US perspectives.
- Lead cross-TA coverage, with a preferred core focus and deeper expertise in Cardiovascular/Cardiology and related pipeline areas, while remaining flexible and able to integrate knowledge across other therapeutic areas, including Neuroscience, Oncology, and Im-munology, as US BD&L priorities, bandwidth, and business needs evolve.
- Support merger, acquisition, and integration preparedness by contributing to coordinated US BD&L input, while demonstrating the agility, operational discipline, and people-management skills needed to pivot and support integration work during an acquisition or other priority enterprise initiatives.

Essential Requirements:

Ideal Background /Experience:

- Bachelor's Degree required; MBA, scientific, clinical, or health policy degree preferred.
- 8+ years of relevant pharmaceutical industry experience, such as commercial strategy, BD&L, pipeline strategy, insights and analytics, modeling, finance, access, or related functions.
- Strong understanding of the commercialization process, pipeline assessment, coverage and reimbursement considerations, and cross-functional decision-making.

Desirable Requirements:

- Cardiovascular/Cardiology expertise preferred, ideally through scientific, clinical, pipeline, commercial, or BD&L experience.

The salary for this position is expected to range between $176,400.00 and $327,600.00 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.

To learn more about the culture, rewards and benefits we offer our people click here.

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)

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

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
US
Business Unit
Strategic Planning & BD&L
Место
США
Состояние
New Jersey
Сайт
East Hanover
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No

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