

BD&L Transactions Cardio Renal Metabolic Head

Job ID
REQ-10039871
fév 12, 2025
Suisse

Résumé

Location: Basel, Switzerland;

The Head B&L Transactions Cardio Renal Metabolic will negotiate and secure BD&L (Business Development & Licensing) deals in the Cardio Renal Metabolic space across all stages of development (from research to commercial stage) and geographies.

Act as the deal architect and lead negotiator (deal structuring, term sheet, contract negotiations) for partnering opportunities strategically aligned with growth initiatives.

About the Role

Your responsibilities include, but not limited to:

- Orchestrate all aspects of the deal making process (internal and external) post triage
- Shepherd the deal rapidly and efficiently through senior level involvement, review and internal governance
- Provide outstanding partnering skills through the entire deal making process to secure and implement attractive deals
- Design partnering structures tailored to the profile of each envisioned collaboration
- Leverage and continuously strengthen broad industry network to facilitate deal making
- Drive contribution from various 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
- Facilitate decision making process at key governance deal committee by preparing comprehensive presentations/memos
- Proactively monitor the external business environment and maintain a knowledge base of licensing transactions and other companies partnering activities
- Promote Novartis' brand image as preferred partner in the industry

What you'll bring to the role:

- Relevant degree, Ph.D. or Advanced degree desirable in the biological science plus MBA or similar advanced degree.
- Proficiency in English required - verbal, written, and negotiation.
- Demonstrated industry experience with significant experience in Business Development or Investment

Banking

- Proven track record at sourcing, structuring, negotiating, closing different type of partnerships.
- Broad network in the industry
- Demonstrated history of leading international, global, and cross-functional teams and strategic corporate initiatives
- Deal sheets will be required as part of your application.

Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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>

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Division

Strategy & Growth

Business Unit

Innovative Medicines

Emplacement

Suisse

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

BDL et planification stratégique

Job Type

Full time

Employment Type

Regular

Shift Work

No

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