

Director, BD&L Finance

Job ID

REQ-10044997

Mar 31, 2025

USA

Summary

The Novartis Strategy & Growth (S&G) team is seeking a new Director of Business Development & Licensing (BD&L) Finance to identify, analyze, and successfully close BD&L opportunities and renegotiate alliances, which support Novartis business strategy. The Director of BD&L Finance will contribute to the Corporate & Business Development (C&BD) finance and deal strategy by leading valuation, financial analysis and negotiations of Licensing, Out-licensing, Collaborations, and other strategic business initiatives.

About the Role

Location: This position will be based out of our East Hanover NJ Site.

LI-#hybrid

Primary Responsibilities:

- Provide independent and high-quality financial support to all BD&L transactions and Alliance Management renegotiations including Licensing, Out licensing, Collaborations, Out licensing, and other strategic business initiatives. Make recommendations for financial structure and terms to maximize value to Novartis while minimizing risk across deal life cycle.
- Collect input from key finance (FRA, Tax, Funds Flow, Group Finance, S&G) stakeholders and incorporate their feedback on term sheet/contracts in a timely manner. Take proactive role in informing and finding solutions to the negotiations lead of financial issues.
- Lead analysis of financial analysis and models underpinning deal terms; analyze deal economics quickly to identify key value drivers and looks at key sensitivities. Preparation of the business case with specific responsibility for financial aspects including valuation, P&Ls, cash flow analyses, sensitivity analyses, and other relevant financial metrics slides for presentation to governance committees.
- Function as trusted member of the Deal and Alliance Management teams in face-to-face negotiations with external parties. Constructively challenge deal terms and work towards solutions that do not meet financial prudence, risk management, governance needs of Novartis.
- Strong communicator to represent Novartis Finance for a BD&L transaction internally at top management levels within Novartis and externally with partners

Minimum Requirements:

- Bachelor's degree required, preferably in Finance or related discipline.
- MBA or CPA is a plus
- 8 years minimum in similar role supporting a large, globally matrixed BD&L organization within the pharmaceutical industry.
- Solid understanding of accounting principles and current IFRS as it relates to BD&L transactions
- Team leadership, project management, and negotiation experience
- Strong stakeholder management experience including presenting to executive committees/ C-suite is a plus.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$160,300.00 - \$297,700.00 USD per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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>

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>

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.

Division

Strategy & Growth

Business Unit

Corporate

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

Audit & Finance

Job Type

Full time

Employment Type

Regular

Shift Work

No

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