

## Associate Director Search & Evaluation

Job ID  
REQ-10045021

Mar 18, 2025

China

### Summary

Contribute to sourcing of M&A, and BD&L deals originating in China that are aligned with global S&G priorities.

Leverage innovation in China by identifying technologies and assets in alignment with global search priorities.

Present opportunities within the global S&E team and broader C&BD team.

Act as the face of Novartis and the first point of contact in the region for biotechs with technologies and early-stage assets of potential interests.

Contribute to building competitive landscape reports for companies in the region.

Work as a lead for screening opportunities in China scouting for innovative technology.

### About the Role

Major accountabilities:

- Deliver against the S&G organization ' s Business Development & Licensing strategies and plans/objectives.
- Lead the execution of finding activities and alignment with strategic priority targets.
- Co-lead due diligence, build network of contacts, support evaluation of partnership at multiple levels (Triage, DD).
- Works constructively with key stakeholders, present to internal leadership teams and drive internal consensus on opportunities.
- Support the formal governance process and adhere to internal BD&L review process to ensure quality and consistency of the evaluation of all BD&L activities in accordance with process guidelines.
- Present the opportunity to appropriate deal committee and provide local support for timely negotiation and execution mandates.
- Support branding Novartis S&E in the industry via actively participating conferences, meetings, roadshows, and other external and internal activities.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

#### Minimum Requirements:

- Master degree in a related scientific field required. Doctorate degree is preferred
- 5+ years of business development work experience in the pharmaceutical or biotechnology industries required
- Highly motivated professional with strong organizational and communication skills, excellent work ethic, and the ability to work independently as well as collaboratively in a team environment.
- Demonstrated scientific knowledge of Pharmaceutical Drug Discovery, Clinical Development and Intellectual Property Processes.
- Proficient in Chinese (Mandarin) and English
- Accept international and domestic business travel

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>

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部門  
Strategy & Growth

部門  
Innovative Medicines

国  
China

勤務地  
Shanghai (Shanghai)

Company / Legal Entity  
CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.

Functional Area  
BD&L & Strategic Planning

職種  
Full time

雇用形態  
Regular

Shift Work  
No

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



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