

# 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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**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>

Division

Strategy & Growth

Business Unit

Innovative Medicines

Location

China

Site

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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Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.china@novartis.com](mailto:diversityandincl.china@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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