

# Associate Director, Search & Evaluation

Job ID  
REQ-10044697  
Mar 25, 2025  
China

## Summary

Leverage innovation from China by identifying assets and deals in line with global search priorities, with a focus on later-stage opportunities around proof-of-concept. Leverage global innovation to drive regional inorganic growth, with a focus on materially sized, high-profile opportunities for the China market and beyond.

## About the Role

### Key Responsibilities

- Support the Director to define and execute on later-stage China S&E priorities, across Novartis core therapeutic areas (e.g. CRM, Immunology, Oncology, NS).
- Take ownership in external search activities and maintaining relationships, with the goal to capture and track attractive opportunities in time.
- Ensure appropriate evaluation of priorities at multiple levels (Triage, DD), working seamlessly with partners in S&E, broader C&BD, as well as internal experts across functions (e.g. Commercial, Global Drug Development, IP, Finance etc.).
- Prepare materials as necessary for deal execution and stakeholders' management, for senior audience across Novartis.
- Conduct S&E activities with a flexible mindset on deal parameters (e.g. licensing, asset acquisition, options, whole-co acquisition, portfolio swaps etc.).
- Foster collaboration throughout S&E, broader C&BD and Novartis.
- Timely tracking of external opportunities and company meetings.

### Role Requirements

- Bachelor's degree in majors related to biology, engineering or finance from a top-tier university. Master's, MBA, PhD a plus. Overseas education a strong plus.
- Appropriate level of experience in Investment Banking from a top-tier platform, with deal experience in Life Sciences and/or M&A. Or equivalent experience in Business Development executing high-stake deals. Cross-border deal experience a strong plus.
- Strong work ethic, problem-solving, and project management skills, with ability to drive a large working party and thoughtfully follow through.
- Strong accountability, integrity, and communication skills, with ability to appropriately represent the S&E organization internally, as well as to represent Novartis across the life sciences and finance community in China and beyond.
- Ability to learn fast, adapt in multi-faceted environment, and drive initiatives beyond past experiences.
- Strong collaboration mindset and ability to influence without authority.
- Excellent English and Mandarin.

**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 building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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