

Group Head - BD&L Finance APMA

Job ID
REQ-10073670

3月 15, 2026

India

摘要

About the role:

Strive for sustainable growth through supporting BD&L deals within APMA. Partner with APMA Region and countries Business Development & Licensing teams to analyze, support and successfully close BD&L financials as well as monitor existing deals across deal performance parameters.

Deal types include Exclusive Promotion and Distribution, Co-marketing, Selective Co-promotion (Digital, Channel management), TM divestments and information needs for global in-licensing deals, etc.

About the Role

Key Responsibilities

- Act as a trusted finance partner on cross functional deal teams, supporting BD Directors and country BD leads across APMA on BD&L transactions, including licensing, EPDA, divestments, co promotion, and strategic initiatives.
- Provide independent, high quality financial guidance, proposing optimal deal structures and terms that enhance value while minimizing financial and commercial risk.
- Lead financial modelling for transactions, rapidly assessing deal economics, identifying key value drivers, and evaluating sensitivities and scenarios.
- Prepare robust P&Ls and financial support materials for APMA and Cluster DRC business cases, ensuring clarity, accuracy, and decision readiness.
- Coordinate closely with finance stakeholders (CFO, FRA, Tax, Funds Flow) to consolidate inputs, integrate feedback, and proactively flag financial considerations for negotiations and contracts.
- Challenge deal terms that fall short of internal benchmarks or introduce undue risk, ensuring alignment with internal governance and financial standards.
- Provide financial insights to support portfolio prioritization and inform short , mid , and long term partnering strategy decisions.
- Oversee financial performance of existing deals, including reporting, tracking key parameters, and escalating deviations from agreed terms.
- Maintain integrity and timely updates of APMA finance dashboards while supporting portfolio assessments, capability building, and identification of new BD opportunities.

Essential Requirements

- 8-15 years of experience in BD&L, finance, accounting, business operations; MBA is an advantage.
- Strong financial analysis and modelling expertise with advanced Excel capabilities.
- Solid understanding of accounting principles and IFRS, particularly as applied to BD&L transactions.
- Exposure to deal or transaction environments (1-2 years preferred), with the ability to assess complex financial structures and trade offs.

Desirable Requirements

- Strong business acumen with the ability to operate effectively under pressure and manage tight timelines.
- Excellent verbal and written communication skills, including handling sensitive and confidential information.
- Strong interpersonal skills with the ability to build trusted partnerships and constructively challenge stakeholders across functions and geographies.
- Demonstrated project management, negotiation, and informal leadership capabilities within cross functional teams.

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部门
Finance

Business Unit
Finance

地点
India

站点
Telangana

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Alternative Location 1
Hyderabad (Office), India

Functional Area
Audit & Finance

Job Type
Full time

Employment Type
Regular

Shift Work

No

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69bd136e9eaca127628425"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth < originalWidthValue) {
var config = { targetId:
"kalturaplayer69bd136e9eaca127628425", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom ' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over ' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } } };
```

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }
```



VIDEO

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