NOVARTIS

Associate Director Search & Evaluation

Job ID
REQ-10082945

七月 15, 2026

China

摘要

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

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

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

Act as the face of Novartis and the point of contact in the region for biotechs with technologies and assets of potential interests in oncology.

Contribute to building competitive landscape reports for oncology

Work as a lead for screening oncology asset opportunities in China and scouting for innovative technologies.

About the Role

Major Accountabilities:

Your responsibilities include, but are not limited to the following:

- Deliver against the S&G organization ' s Search & Evaluation strategies and plans/objectives.
- Lead the execution of finding activities and alignment with strategic priority targets in oncology.
- undefined
- Works constructively with key stakeholders, present to internal leadership teams and facilitate 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 C&BD 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.

Key Performance Indicators:

- Supported and contributed to execution of Global C&BD Deals and their presentation to internal governance bodies
- Conference coverage in regional partnering and medical congresses

Minimum Requirements:

Work Experience:

- 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

Skills:

- Alliance Management.
- Business Development.
- Collaboration.
- Creativity.
- Cross-Functional Teams.
- Curiosity.
- Customer Experience.
- Due Diligence.
- Emergency Management.

- Evaluation.
- Law (Legal System).
- Lifesciences.
- Marketing Strategy.
- Media Campaigns.
- Merchandising.
- Negotiation Skills.
- Prioritization.
- Project Management.
- Sales.
- Scouting.
- Search.
- Selling Skills.
- Transactions.

Languages:

- English.

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

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

部门
Strategy & Growth

Business Unit
Research

地点
China

站点
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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config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } }; }

// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }

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