

Director, Search & Evaluation

Job ID
REQ-10083154

7月 15, 2026

China

摘要

- 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.
- Being 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 while supporting materially sized, late-stage commercial deals.

About the Role

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

- 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.
- undefined
- Manage stakeholders, present to internal leadership teams and drive internal consensus on opportunities.
- Support the formal governance process to seek and obtain approval for appropriate deal opportunities 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.
- Foster collaboration throughout Novartis China organization to align regional commercial interests.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

Role Requirements

- Master ' s degree in a related scientific field required. Doctorate degree is preferred, MBA, Overseas education a strong plus.
- 5+ years of business development work experience in the pharmaceutical or biotechnology industries required; Cross-border licensing experience a strong plus.

I Strong work ethic, problem-solving, and project management skills.

I 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/VC community in China and beyond.

I Ability to learn fast, adapt in multi-faceted environment, and drive initiatives beyond past experiences.

I Strong collaboration mindset and ability to influence without authority.

I 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>

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

Strategic Planning & BD&L

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

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9d7e34a0a12003317053", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
```

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}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["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 }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { 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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// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgvmafo"}}); // 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_data_layer.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) }

```

Accessibility and accommodation

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 and let us know the nature of your request

and your contact information. Please include the job requisition number in your message.

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