

# Executive Director M&A Transactions

Job ID  
REQ-10078850  
май 27, 2026  
США

## Сводка

#LI-Hybrid

Location: this role can be based in Cambridge MA, East Hannover New Jersey or Basel Switzerland. Please ensure you apply for the position in the correct location for you

Please note closing date for applications is 2 weeks from date of posting

Shape the future of Novartis through transformative deal-making. As Executive Director, M&A Transactions, you will play a critical role at the centre of our growth strategy—leading high-value acquisitions and divestments that unlock innovation and drive long-term impact. Partnering closely with senior leadership, you will navigate complex, high-stakes decisions, influence capital allocation, and deliver transactions that strengthen our global portfolio. This is a rare opportunity to operate at enterprise level and directly contribute to reimagining medicine for patients worldwide.

## About the Role

### Key Responsibilities

- Lead end-to-end execution of complex mergers and acquisitions transactions from strategy through closing
- Define deal strategies, governance plans, timelines, and engagement approaches with target companies
- Drive collaboration across legal, finance, tax, diligence, and commercial teams globally
- Oversee due diligence processes, ensuring rigorous evaluation of risks, value, and strategic fit
- Lead negotiation of transaction terms, balancing commercial value with long-term strategic priorities
- Prepare and present decision frameworks to executive leadership
- Ensure smooth transition from deal approval to integration, safeguarding value realization and strategic intent

### Essential Requirements

- Extensive experience leading end-to-end mergers and acquisitions transactions across multiple deal types and regions
- Strong financial expertise, including valuation, financial modelling, and scenario planning
- Proven ability to align transactions with corporate strategy and long-term growth objectives
- Deep understanding of regulatory frameworks, competition law, and transaction governance processes
- Demonstrated ability to lead and influence complex, cross-functional teams at senior levels
- Exceptional communication skills, with experience engaging executive stakeholders
- Experience within the pharmaceutical or healthcare industry

### Desirable Requirements

- Advanced degree in business, finance, or life sciences
- Medical or scientific background and experience is preferred

### Novartis Compensation Summary:

The salary for this position is expected to range between 284000-426000 USD per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically.

Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

**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 \(PDF 30 MB\)](#)

### EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

### Accessibility & Reasonable Accommodations

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an

e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Дивизион

Strategy & Growth

Business Unit

Finance

Место

США

Состояние

Massachusetts

Сайт

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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