

ED, US Business Development and Licensing, Commercial Mergers & Integrations

Job ID
REQ-10076406
apn 28, 2026
CUSA

Сводка

The Executive Director, US Business Development and Licensing(BD&L), Commercial Mergers and Integrations (CMI) will be responsible for partnering with an extended team of US experts to develop strategic US assessments of potential assets / companies being evaluated by C&BD (Corporate and Business Development), in order to ensure the success of the US organization. These aligned cross functional assessments will be provided to the C&BD team for inclusion into the overall global deal assessments.

This lead is also responsible to preserve value of late-stage M&A deals through immediate activation of the Novartis General Management organization and Launch Excellence teams. Drive rapid and finite period of integration into Novartis business with focus on activation of cross-functional stakeholders, clear transition of deal case principles, valuation, strategic rationale, opportunities and risks for acquired assets. Leverage existing Blueprint to engage and hold teams accountable to ensure US ownership of commercialization to maintain momentum and preserve deal value.

The role directly leads a team as well as working in collaboration with a large cross-functional team across all pillars of the organization. She / He is the main point of contact for Strategy & Growth (S&G) team, as well as Corporate Integration Office to liaise with the US teams, and is responsible for regular communication on status of ongoing BD&L/CMI projects with US leadership including the Business Leadership Team (BLT) and Therapeutic Area Heads (TAH).

The role will be based in our East Hanover, NJ office.

About the Role

Key Responsibilities:

- Lead a team of 2 directors and cross-functional teams to
 - (BD&L) co-develop business cases for potential assets / companies being evaluated, ensure one US voice, and secure USLT endorsement of recommendations
 - (CMI) provide a bridge between General Management of acquired Companies and their lead assets to accelerate Novartis commercial ownership and decision making
- Deploy the established BD&L and CMI blueprints to ensure consistency and quality
- Leverage TargetCo Virtual Data Rooms to
 - (BD&L) inform deal assessments
 - (CMI) assess Commercial readiness of TargetCo immediately after deal signing
- Collaborate across US line functions to ensure go-to-market, access, M&S and other assumptions, and inputs into the business cases are aligned across different internal stakeholders deliver a unified strategic assessment of BD&L/M&A targets.
- Assess business cases and different scenarios with respect to potential divestment, out licensing or co-promoting Novartis US established medicines.
- Drive organizational design for launch preparation of acquired assets, secure resourcing and approval for new organizations from US and International LT, (eg. IPST in the US, equivalent in International) until final org is in place, including asset(s) GM(s). Ensure inclusion in Launch / Business review governance as soon as feasible post-deal close.
- Enable critical decision-making impacting business readiness by NVS functional owners through transitional Commercial governance, including working alliances and decision-making structures with TargetCo. Manage hybrid state of co-existence between Novartis and the acquired company until full NVS Commercial take-over.
- Facilitate, measure, course correct matrix work with US General Management, S&G, CIO, and Development

Essential Requirements:

- Bachelor's Degree Required, MBA, PharmD or Health Policy Degree preferred.
- 10+ years of relevant pharmaceutical industry experience (such as commercial, BD&L, insights and analytics, modelling, finance)
- Commercial experience and strong understanding of what it takes to commercialize / launch assets in the US (incl. appropriate Go-to-market models, coverage, and reimbursement integration points, Marketing and Sales requirements)
- Experience in BD&L or M&A or equivalent
- Must have demonstrated experience in establishing relationships and building networks across the Research-Development-Commercial continuum, deep knowledge of ways of working across the organization matrix; recognized ability to influence stakeholders across functions
- Strong people management skills with a track record of building/leading both individuals and cross-functional teams.
- Excellent leadership presence and presentation skills

The salary for this position is expected to range between \$248,500.00 and \$461,500.00 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.

To learn more about the culture, rewards and benefits we offer our people [click here](#) 1/3

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 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

US

Business Unit

Strategic Planning & BD&L

Место

США

Состояние

New Jersey

Сайт

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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