

# Director, Business Development & Licensing

Job ID  
REQ-10027837  
Nov 11, 2024  
USA

## Summary

The Director, Business Development & Licensing (BD&L) will be responsible for partnering with an extended team of US experts to develop a strategic US assessment of potential assets/companies being evaluated by C&BD (Corporate and Business Development), in order to ensure the success of the US organization. This aligned cross functional assessment will be provided to the C&BD team for inclusion into the overall global deal assessments. This role will lead evaluations, partnering with cross functional US BD&L team to co-develop business cases for potential assets/companies being evaluate and managing internal processes to advance or terminate deals as appropriate. #LI-Hybrid

## About the Role

### Key Responsibilities:

- Deliver against the organization's BD&L strategies and plans/objectives.
- 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.
- Develop recommendations for inclusion into the overall global deal assessments.
- Manage stakeholders, present to internal leadership teams and drive internal consensus on opportunities.
- Assess business cases and different scenarios with respect to potential divestment, out licensing or co-promoting Novartis US established medicines.
- Support the formal governance process to seek and obtain approval for appropriate deal opportunities and adhere to internal BD&L review process
- Manage BD&L projects, including the prioritization of activities and resource allocation

This position will be located at the East Hanover, NJ site and will not have the ability to be located remotely. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. This position will require limited or 5% travel as defined by the business (domestic and/or international).

### Essential Requirements:

- Education: Bachelor's Degree required
- 5+ 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 (including appropriate go-to-market models, coverage, and reimbursement integration points, marketing and sales requirements)

- Experience in BD&L or M&A or equivalent skills (e.g. financial modeling, market sizing, competitive dynamic assessment, market access considerations, etc.)
- Broad critical and strategic thinking skills. Ability to analyze and interpret customer/segment trends, external trends, and pharma industry.
- Strong people management skills with a track record of leading cross-functional teams.
- Strong leadership presence and presentation skills
- Project management abilities for solution development

**Desirable Requirements:**

- Oncology experience preferred
- MBA or Health Policy Degree

**Commitment to Diversity & Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

The pay range for this position at commencement of employment is expected to be between \$192,000 and \$288,000/year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we’ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

**EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. 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. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

## 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.

Division

US

Business Unit

Innovative Medicines

Location

USA

Site

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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