

## Head of BD&L at Sandoz, China

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**Deliver against the organization's BD&L strategies and plans/objectives.**



### Apply NOW !

Novartis GDD (Global Drug Development) oversees the development of new medicines discovered by our researchers and partners. It drives breakthrough innovations to improve and extend the lives of millions.

#### **Your responsibilities include, but are not limited to:**

- Deliver against the organization's BD&L strategies and plans/objectives.
- Execute against the organization's objectives through the proactive management of alliances to enhance value of the Alliance and manage partnership risks.
- Lead the execution of finding activities and alignment with strategic priority targets. Co-lead due diligence, build network of contacts, oversee evaluation of partnerships at multiple levels (SWAT, ITE, DD).
- Support negotiations and structuring of transactions (e.g. License deals, out license, JV, divestments etc.), and take part in drafting contracts.
- 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 champion approval of negotiation and execution mandates.
- Manage BD&L projects, including the prioritization of activities and support the prioritization of BD&L projects in accordance with strategic priorities. Carry out day to day project management, resource allocation, managing across matrixed functions, time line adherence, internal and external communications, leading & working effectively in x-functional teams and oversee the management and development of direct reports (where appropriate). Beside the major accountabilities, the position is to lead China BD&L Strategy, and scout the deal opportunities in China, negotiate with potential partners, and lead internal processes to ensure the value maximization and strategy alignment. In Sandoz China, BD&L is one of top priority of business in terms of the urgency and impact to business continuity. The position reports to Greater China GM without direct report now. 1-2 FTE under his/her leadership will be considered as soon as the deal signed successfully.

### **Minimum Requirements**

What you'll bring to the role:

- Operations Management and Execution
- Project Management Collaborating across boundaries
- Functional Breadth; Managing Crises Industry/ Business Exposure
- English
- Due Diligence
- Business Case Development
- Transaction Deal Structuring; Influencing without authority; Conflict management

**Apply NOW !**