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Head of BD&L at Sandoz, China

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

SANDOZ A Novartis Division

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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 !