

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

Job ID

REQ-10076406

Apr 28, 2026

LOC\_US

## 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](#).

## Role Requirements

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

Division

DIV\_IU

Business Unit

Strategic Planning & BD&L

Location

LOC\_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT\_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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