

# Head BD&L Transactions Immunology

Job ID

REQ-10082113

Jul 01, 2026

LOC\_CH

## About the Role

### Key Responsibilities

- Architect and negotiate complex licensing and partnering transactions across all development stages
- Drive deal structuring, term sheet development, and contract negotiations with external partners
- Orchestrate cross-functional teams to build strong, data-driven business cases
- Partner closely with Therapeutic Area leadership to align on strategy and priorities
- Navigate governance processes, presenting clear recommendations to senior decision-makers
- Manage internal and external stakeholders to advance deals efficiently and competitively
- Monitor external landscape, identifying partnering opportunities and competitive activity
- Strengthen and leverage an extensive industry network to unlock high-value collaborations
- Champion Novartis as a partner of choice through impactful interactions and deal execution

### Essential Requirements

- PhD in Science, ideally combined with a Master of Business Administration or equivalent
- Extensive experience in business development, licensing, or investment banking within the pharmaceutical industry
- Proven track record of sourcing, structuring, negotiating, and closing complex partnership deals
- Deep understanding of drug development across research, development, and commercialization stages
- Strong leadership experience managing global, cross-functional teams and strategic initiatives
- Excellent communication and influencing skills, with ability to engage senior executives and external partners

Please submit a deal sheet with clear description of the deal and explanation of contribution with your application.

### Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: CHF 220.500 - 409.500

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Read our brochure to learn more about our global total rewards offering:

[https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

#### Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

#### Accessibility and Accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [diversity.inclusion\\_ch@novartis.com](mailto:diversity.inclusion_ch@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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

Primary location salary range

CHF220,500.00 - CHF409,500.00

Division

DIV\_SG

Business Unit

Strategic Planning & BD&L

Location

LOC\_CH

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

FCT\_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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