

# Director, Search & Evaluation

Job ID

REQ-10083154

Jul 15, 2026

LOC\_CN

## About the Role

Your responsibilities include, but are not limited to the following:

- Deliver against the S&G organization's Business Development & Licensing strategies and plans/objectives.
- Lead the execution of finding activities and alignment with strategic priority targets.
- undefined
- 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 provide local support for timely negotiation and execution mandates.
- Foster collaboration throughout Novartis China organization to align regional commercial interests.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

## Role Requirements

- Master's degree in a related scientific field required. Doctorate degree is preferred, MBA, Overseas education a strong plus.
- 5+ years of business development work experience in the pharmaceutical or biotechnology industries required; Cross-border licensing experience a strong plus.

I Strong work ethic, problem-solving, and project management skills.

I Strong accountability, integrity, and communication skills, with ability to appropriately represent the S&E organization internally, as well as to represent Novartis across the life sciences and finance/VC community in China and beyond.

I Ability to learn fast, adapt in multi-faceted environment, and drive initiatives beyond past experiences.

I Strong collaboration mindset and ability to influence without authority.

I Excellent English and Mandarin.

## Role Requirements

Division

DIV\_SG

Business Unit

Strategic Planning & BD&L

Location

LOC\_CN

Site

Shanghai (Shanghai)  
Company / Legal Entity  
CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.  
Functional Area  
FCT\_BS  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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