

Executive Director M&A Transactions

Job ID

REQ-10078850

May 27, 2026

LOC_US

About the Role

Key Responsibilities

- Lead end-to-end execution of complex mergers and acquisitions transactions from strategy through closing
- Define deal strategies, governance plans, timelines, and engagement approaches with target companies
- Drive collaboration across legal, finance, tax, diligence, and commercial teams globally
- Oversee due diligence processes, ensuring rigorous evaluation of risks, value, and strategic fit
- Lead negotiation of transaction terms, balancing commercial value with long-term strategic priorities
- Prepare and present decision frameworks to executive leadership
- Ensure smooth transition from deal approval to integration, safeguarding value realization and strategic intent

Essential Requirements

- Extensive experience leading end-to-end mergers and acquisitions transactions across multiple deal types and regions
- Strong financial expertise, including valuation, financial modelling, and scenario planning
- Proven ability to align transactions with corporate strategy and long-term growth objectives
- Deep understanding of regulatory frameworks, competition law, and transaction governance processes
- Demonstrated ability to lead and influence complex, cross-functional teams at senior levels
- Exceptional communication skills, with experience engaging executive stakeholders
- Experience within the pharmaceutical or healthcare industry

Desirable Requirements

- Advanced degree in business, finance, or life sciences
- Medical or scientific background and experience is preferred

Novartis Compensation Summary:

The salary for this position is expected to range between 284000-426000 USD 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.

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_SG

Business Unit

Finance

Location

LOC_US

Site

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

FCT_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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