

Head of China C&BD

Job ID

REQ-10075145

May 26, 2026

LOC_CN

About the Role

- Within C&BD
 - Ensures the China S&E team delivers on the Global search priorities
 - Ensures team proactively identifies external growth opportunities along the RDC continuum in China
 - Ensures team efficiently screens inbound global opportunities and liaises with the global S&E team to triage these opportunities; ensures documenting of all incoming opportunities and all declines / next steps
- As member of C&BD LT, provides insights, strategic guidance on deal-making in China while staying closely connected to the respective C&BD functions globally (S&E, DD, Transactions, and Alliance Management)
- Enables the China C&BD associate to be key members of the China local office and the global C&BD team
- The China C&BD Head will also ensure cohesion across the C&BD functions and associates present in China, and will be an intricate advisor and partner to the Global Head of C&BD as well as members of the C&BD LT on all BD&L or M&A projects to assist with resolving issues during due diligences and negotiations
- The China C&BD Head will also work closely with the Global Head of C&BD and Global Head of S&E to evaluate the rationale and operational requirements (with the possible assistance of external advisors) to consider the establishment of a venture effort in China
- With S&G and other functions
 - Closely works together with Novartis Senior Leaders within S&G and throughout the organization to align regional commercial interests with broader enterprise priorities
 - Attracts, educates, and develops talent and fosters collaboration within the broader global S&E team, C&BD sub-teams, and the wider NVS organization in close alignment with the Global C&BD Head
 - Acts as the main C&BD point of contact to the Global Head of C&BD and has relationships with the local China office leadership team
 - Builds enterprise relationships with key internal stakeholders across the organization
- On processes and governance
 - Helps to strengthen the front-end of the BD process to ensure the China S&E team has a fully comprehensive understanding of the ever-evolving landscape of opportunities and efficiently screens inbound opportunities, ensures documenting of all incoming opportunities and all review outcomes
 - Creates a new structured, systematic approach to landscaping opportunities in China and implements/orchestrates the new process
 - Collaborates closely with Global Head of S&E to bring Regional/China deals to appropriate governance (i.e. ECN-Deal Committee); and also with TA S&E Heads on Global or ex-China deals, as well as the China NPP Strategy team, and relevant TALs
 - Accountable for establishing functional excellence & continued improvement to significantly enhance the value of the opportunity pipeline and prioritize the portfolio in accordance with scientific merit and strategic priorities
 - Drive development and alignment of standards, processes, and tools across the Enterprise.
- To the external world
 - Represents Novartis as local C&BD Site Head to the external world in China
 - Is the point of contact for all new business opportunities that come to Novartis in China and works closely with the Global S&E team and C&BD teams

- Has a very detailed knowledge of the industry and competitive landscapes in China region including biotech, as well as mid and large cap pipelines,
- Is deeply entrenched in and connected with the China ecosystem ranging biotechs, VCs, PE, IBs and other investors and has the leadership capabilities to navigate the C-suite of biotechs and senior executives in mid and large cap pharma
- Ensures appropriate representation of NVS at major conferences in China
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- Contribute to 'rebranding' NVS as the partner of choice and increases visibility and attractiveness of NVS as partner in China

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

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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