

Associate Director Search & Evaluation

Job ID

REQ-10082945

Jul 15, 2026

LOC_CN

About the Role

Major Accountabilities:

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

- Deliver against the S&G organization's Search & Evaluation strategies and plans/objectives.
- Lead the execution of finding activities and alignment with strategic priority targets in oncology.
- undefined
- Works constructively with key stakeholders, present to internal leadership teams and facilitate internal consensus on opportunities.
- Support the formal governance process and adhere to internal BD&L review process to ensure quality and consistency of the evaluation of all C&BD activities in accordance with process guidelines.
- Present the opportunity to appropriate deal committee and provide local support for timely negotiation and execution mandates.
- Support branding Novartis S&E in the industry via actively participating conferences, meetings, roadshows, and other external and internal activities.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

Key Performance Indicators:

- Supported and contributed to execution of Global C&BD Deals and their presentation to internal governance bodies
- Conference coverage in regional partnering and medical congresses

Minimum Requirements:

Work Experience:

- Master degree in a related scientific field required. Doctorate degree is preferred.
- 5+ years of business development work experience in the pharmaceutical or biotechnology industries required
- Highly motivated professional with strong organizational and communication skills, excellent work ethic, and the ability to work independently as well as collaboratively in a team environment.
- Demonstrated scientific knowledge of Pharmaceutical Drug Discovery, Clinical Development and Intellectual Property Processes.
- Proficient in Chinese (Mandarin) and English
- Accept international and domestic business travel

Skills:

- Alliance Management.
- Business Development.

- Collaboration.
- Creativity.
- Cross-Functional Teams.
- Curiosity.
- Customer Experience.
- Due Diligence.
- Emergency Management.
- Evaluation.
- Law (Legal System).
- Lifesciences.
- Marketing Strategy.
- Media Campaigns.
- Merchandising.
- Negotiation Skills.
- Prioritization.
- Project Management.
- Sales.
- Scouting.
- Search.
- Selling Skills.
- Transactions.

Languages:

- English.

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

Research

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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