NOVARTIS

Director, US BD&L and Commercial Mergers & Integrations

Job ID
REQ-10089377
Oct 13, 2026
LOC_US

About the Role

Key Responsibilities:

- Coordinate clear and timely US input across TA pipeline leads and relevant line functions to support high-quality BD&L assessments and recommendations.
- In close collaboration with the data and insights team, integration of insights and recommendation for all sources of external data, including analysts' reports, enterprise level competitive intelligence
- Serve as an effective bridge between US stakeholders, Strategy & Growth, TASH, and Global teams to ensure aligned, actionable, and well-integrated US perspectives.
- Lead cross-TA coverage, with a preferred core focus and deeper expertise in Cardiovascular/Cardiology and related pipeline areas, while remaining flexible and able to integrate knowledge across other therapeutic areas, including Neuroscience, Oncology, and Im-munology, as US BD&L priorities, bandwidth, and business needs evolve.
- Support merger, acquisition, and integration preparedness by contributing to coordinated US BD&L input, while demonstrating the agility, operational discipline, and people-management skills needed to pivot and support integration work during an acquisition or other priority enterprise initiatives.

Essential Requirements:

Ideal Background /Experience:

- Bachelor's Degree required; MBA, scientific, clinical, or health policy degree preferred.
- 8+ years of relevant pharmaceutical industry experience, such as commercial strategy, BD&L, pipeline strategy, insights and analytics, modeling, finance, access, or related functions.
- Strong understanding of the commercialization process, pipeline assessment, coverage and reimbursement considerations, and cross-functional decision-making.

Desirable Requirements:

- Cardiovascular/Cardiology expertise preferred, ideally through scientific, clinical, pipeline, commercial, or BD&L experience.

The salary for this position is expected to range between $176,400.00 and $327,600.00 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.

To learn more about the culture, rewards and benefits we offer our people click here.

Role Requirements

Division
DIV_IU
Business Unit
Strategic Planning & BD&L
Location
LOC_US
Site
East Hanover
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
FCT_BS
Job Type
Full time
Employment Type
Regular
Shift Work
No
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