

Director M&A Transactions

Job ID
REQ-10019005
Sep 03, 2024
USA

Summary

Location: Cambridge, MA (Hybrid)
#LI-Hybrid

Dual posted role and the position is advertised in the US & Switzerland. This is a site based role, location in the US is Cambridge, MA & Basel, Switzerland.

Job Purpose

The Director Mergers & Acquisitions (M&A) Transactions will lead and own M&A projects, working cross-functionally to assess risk and value associated with external innovation opportunities and create a decision-making framework to inform Novartis ECN and BoD on potential M&A opportunities.

Assess, diligence, execute, sign and close bolt-on M&A transactions. Proactively gather market intelligence on potential M&A targets.

About the Role

Key Responsibilities:

Your responsibilities include, but not limited to:

- Work closely with Corporate and divisional management to understand key corporate and business objectives
- Build collaborative relationships with key stakeholders to ensure continuous development of M&A strategic roadmap and M&A target list
- Coordinate interactions across Novartis including key corporate functions (tax, legal, BPA, finance, P&O, and other due diligence functions)
- Support and guide therapy area teams to assess M&A opportunities
- Build relationships with external parties to facilitate implementation of M&A strategy (potential targets, legal advisors, bankers, and advisors)
- Proactively develop insights on competitors with respect to their M&A strategy
- Leadership on M&A projects to deliver first-class execution of mergers, acquisitions, joint ventures, strategic alliances, and other business combination transactions
- Provide project management function during execution of projects (including conducting due diligence,

valuation, negotiation of deals, key documentation, preparation of groundwork for post-merger integration)

Essential Requirements

- Advanced Degree/MBA (Relevant discipline with analytical content)
- At minimum 7 + years demonstrated experience in extensive M&A transactions, gained in pharma/biotech industry, especially in a project leadership capacity. Significant in-depth knowledge of Corporate Finance
- Strong business knowledge and excellent analytical skill with conceptual thinking capabilities
- Demonstrated planning skills including the ability to identify critical items in advance and proactively address them in coordination with top management
- Demonstrates ability to develop a deep understanding of scientific content in a short period of time
- Demonstrated strong executive presence and interpersonal skills and ability to challenge while remaining a team player
- Proficiency in English required

The pay range for this position at commencement of employment is expected to be between \$192,000 to \$288,000 per year; *however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.* The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [novartis-life-handbook.pdf](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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>

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TEst Hello

Division

Strategy & Growth

Business Unit

Corporate

Standort

USA

State

Massachusetts

Site

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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