

# Director, IP Transactions Counsel

Job ID  
REQ-10049054  
May 09, 2025  
USA

## Summary

With more than 80 transactions opportunities reviewed every year, the IP Transactions Counsel for Novartis has the unique opportunity to lead or help direct internal and external IP teams in the management and execution of IP aspects of strategic and complex transactions in close collaboration with IP and Legal management, and Corporate & Business Development (C&BD) colleagues. This position facilitates collaboration and best practices for our team of dedicated and experienced IP professionals who design and implement the IP strategies needed for the growth of Novartis's innovative medicines business, all for the ultimate benefit of patients and society. The IP Transactions Counsel is responsible for the IP aspects of all M&A, BD&L, and divestment activities, ensuring best practices for IP transactions, and advancing the reputation of Novartis as a leader among deal-making pharmaceutical companies.

Location: this role will be based in Cambridge, MA US

LI-#hybrid

## About the Role

Reporting to the Head Global IP Transactions, the core responsibilities for this role include the following:

- Lead or help direct internal and external IP teams in the management and execution of IP aspects of strategic and complex transactions in close collaboration with senior management and C&BD, functional and divisional stakeholders.
- Help coordinate and drive the delivery by internal and external IP teams of legal advice and documentation and related workstreams on transactions, including structuring, due diligence, and negotiation, as well as post-closing/integration activities.
- Work with Legal Transactions, C&BD, and other business colleagues to ensure appropriate IP elements are addressed in transaction structuring, terms, and contract drafting.
- Brief and make recommendations to colleagues and other stakeholders (e.g. C&BD leadership) in respect of complex and sensitive IP and commercial issues arising in connection with transactions.
- Drive robust IP due diligence processes, including external IP and legal support, to identify, assess and communicate IP and deal risks and implement appropriate risk mitigation.
- Support the transition of closed transactions to integration/separation IP teams.
- Triage requests for IP diligence support, provides preliminary LoE assessments, and ensure that the Novartis Search & Evaluation team can analyze potential opportunities quickly and efficiently.
- Ensure exchange of information and know-how and provide training, with the goal that in-house lawyers take a consistent and proactive approach in dealing with IP transactions, and that stakeholders are advised early of IP issues impacting the business.

## Minimum Requirements

- Law school graduate (common or civil law), common law preferred. Able to practice law in the US.
- Patent attorney qualification required, or significant legal practice (7+ years) in the IP field.
- At least a first degree in a pharmaceutically relevant, life-sciences subject.
- Languages: Fluency in English required; knowledge other European languages is an asset.
- Significant (7+ years) experience in patent drafting, prosecution, FTO opinions, and litigation as a life-sciences IP lawyer.
- Sound understanding of regulatory exclusivities in major pharmaceutical markets.
- At least some experience preferred with executing complex licensing and collaboration, plus public and private merger and acquisition transactions (both buy-side and sell-side), with focus on all aspects of IP and regulatory exclusivity and freedom to operate assessments.
- Experience managing and leading IP transaction teams and processes, and managing stakeholder interests in a corporate environment would be an advantage.
- Ability to understand complex new technologies (e.g. gene therapy, digital), and to apply IP experience thereto, would be an advantage.
- Good basic understanding of related disciplines: Regulatory, Antitrust, Corporate, Tax.

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**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$204,400.00 - \$379,600.00 USD per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, 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.

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The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

Legal

Business Unit

Universal Hierarchy Node

Location

USA

State

Massachusetts

Site

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

Legal & Intellectual Property & Compl.

Job Type

Full time

Employment Type

Regular

Shift Work

No

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