

## Product Strategy Lead, Stroke Prevention in A-Fib

Job ID  
REQ-10048870

5月 06, 2025

USA

### 摘要

The Executive Director, Product Strategy Lead, (SPAF), leads the creation, implementation, orchestration, and measurement of an integrated product strategy and performance management in the US for Stroke Prevention in Atrial Fibrillation, under the leadership of the General Manager. This individual will contribute to the key decision making for growing the impact while actively managing resource allocation across multiple teams and functions. This key role consults with cross functional teams, including Marketing, Sales, Patient Services, Market Access, and Medical about their respective strategies, plans and proposed resourcing.

This role will contribute to the management of the full P&L for the assigned product, under the final leadership of the Product General Manager and will partner closely with functional heads for decision-making of resource allocation to deliver the most accelerated impact for the product.

This leader will be a key member of the General Manager team and is expected to demonstrate accountability for the assigned product and responsibility for broader enterprise leadership in their decisions and engagement across the US Pharma organization and the Global Pharma Organization.

This leader has a passion for transformational enterprise leadership, decisive strategy in service of

delivering higher impact for patients, customers, healthcare systems with higher quality, speed and agility. Additionally, this leader will be responsible for ensuring that customer engagement and relationship building are factored into the product/ indications ' strategic approach and performance metrics to optimize the approach and identify potential areas of risk.

## About the Role

### Key Responsibilities:

- Business lead for integration activities
- Drive US mitigation and scenario planning activities with the Integrated Product Strategy Team (IPST), and define and pressure test critical US business questions to allow clarity on the path towards the “upside” opportunity outlined in diligence
- Define critical and specific integrated priorities and key impact measures for assigned product/indication in consultation with the cross-functional product strategy team under the final leadership of the Product / Portfolio General Manager.
- Integrate, lead, measure and take decisive action against the KPIs on the integrated product strategy to raise impact for product
- Significant contribution to the P&L of a product/indication while enabling partner functions to manage day-to-day resource management
- Integrate key insights and data in partnership with functional heads to have an adaptive strategy and tactical plan in service of higher impact for our medicines
- Significant contribution to the topline results as an outcome of strategic choices
- Significant contribution to the integrated cross-functional resource allocation to deliver highest impact

### Essential Requirements:

Education: Bachelor ' s Degree, preferred MBA

### Experience:

#### Required:

- 10+ years in pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 different types of cross-functional roles/experience
- 3+ years of direct responsibility for large budget management inclusive of owning key product trade-off decisions
- 3+ years leading and translating an integrated product strategy requiring global and local alignment
- US Market, launch and product lifecycle stages experience, OR, General Manager experience in other countries

### Desirable Requirements:

- Therapeutic Area experience
- Disease Area Knowledge (SPAF)
- US experience strongly preferred
- Global or other country / region experience (Projects or full time roles or temporary roles for 6 months or more)

Cross-functional roles/experience means the associate has worked in different full-time roles for at least 1 year each. Cross functional roles can include experiences in Sales, Marketing, Market Access, Patient Services, Commercial Acceleration etc.

The pay range for this position at commencement of employment is expected to be between \$214,900.00 and \$399,100.00 a 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.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

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Functional Area  
Marketing

Job Type  
Full time

Employment Type  
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