

Director, Go to Market Strategies - Remote

Job ID
REQ-10050984

5月 02, 2025

USA

摘要

#LI-Remote

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require 10% travel.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Company will not sponsor visas for this position.

The Director of Go to Market Strategies will be tasked with creating, developing, and leading essential initiatives aimed at enhancing customer-centricity and fostering innovation within Customer Engagement, yielding long-term benefits for customers and patients. This role requires envisioning the future by identifying trends, opportunities, and risks both internally and externally. The ideal candidate should have a strong interest in progressive healthcare approaches, new and emerging

technologies and platforms, as well as insights and analytics needed to turn strategy into action. This person will be crucial in ensuring the alignment and cohesiveness of the enterprise strategy, focusing on implementing groundbreaking innovations and ensuring ongoing organizational success.

About the Role

Key Responsibilities:

- Accountable for developing and implementing the future Go-To-Market model for Customer Engagement working with key partners across almost every function within the US business.
- Develop forward-thinking strategies to ensure the Customer Engagement organization remains resilient. This involves comprehensive understanding of the healthcare ecosystem's strategic direction, customer needs, technological trends, and significant external changes that could impact our business.
- Engage and collaborate with key Customer Engagement partners (Operations, Customer Engagement Leadership, and their Business Directors, etc.), and critical US cross-functional partners (other Field Leadership, Data Insights and Analytics, Marketing, Compliance, etc.) to identify and prioritize areas of strategic gaps and opportunities.
- Collaborate with Customer Engagement and cross-functional partners to ensure consistent development and implementation of skills training, sales methodologies, innovative tools, process improvements, best practices sharing, and resource development within Customer Engagement.
- Offer recommendations and challenge leadership by continuously analyzing, providing insights, and formulating strategies derived from the impact assessment of implemented tactics.
- Foster robust, cross-functional relationships to utilize Novartis' expertise in identifying and addressing business objectives, while cultivating a comprehensive understanding of our key brands and their changing requirements.
- Works in collaboration with the Data, Insights & Analytics team to evaluate opportunities and the effectiveness of implemented strategies.
- Ensures alignment to, compliance with, and ownership of all NPC policies, including the Code of Conduct and all applicable laws and regulations.

Essential Requirements:

- Bachelor's degree in business, or related discipline.
- 8+ years' experience in pharmaceutical, biotech, healthcare, or healthcare consulting industry, inclusive of at least 2+ different types of cross-functional roles/experience.
- 2+ years' experience crafting, leading, and delivering sophisticated projects.
- Demonstrated experience analyzing sophisticated situation and processes and effectively integrating and synthesizing the data to form a complete cohesive picture and actionable insights.
- Experience in project management and translation of strategy into execution.

Desirable Requirements:

- 2+ years within a healthcare consulting group.
- Experience working in healthcare start-ups, with sales, sales operations, or marketing experience.

Benefits and Rewards:

The pay range for this position at commencement of employment is expected to be between \$185,500 and \$344,500/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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Accessibility & Reasonable Accommodations

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 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.

部门
US

Business Unit
Innovative Medicines

地点
USA

状态
Remote, US

站点
Remote Position (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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