

Director, Portfolio and Pipeline Strategy - Immunology

Job ID
REQ-10056011

10月 27, 2025

USA

摘要

The Director, Portfolio and Pipeline Strategy, Immunology will support the TA Head, GM and the ED, Portfolio & Pipeline Strategy by working cross-functionally to build the foundation for sustainable and profitable growth of the CV TA over the 10+ year horizon, in line with the enterprise operating model. Fundamental areas of the job include:

1. Partnering with the TA Head, GMs and ED, Portfolio and Pipeline Strategy role to build forward looking competitive readiness plans (strategy, tactical and scenario planning) that are rooted in understanding of the external competitive environment in close collaboration with IDS (built on CI team deliverables), and our internal product/portfolio strategies. This role ensures our product/portfolio teams are in a constant state of readiness to anticipate and act on external macro-environmental market changes, competitor new launches and other competitor strategies in a legal and compliant manner.
2. Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to provide input on assets to S&G, Development and BioMedical Research that ensures maximal commercial viability and launch value generation. This will include Life Cycle Management (LCM) planning for new indications, formulations and labels for in-line products as well as Integrated Evidence Plans and

LCM Plans for early pipeline as-sets.

3. Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to help partner with US BD&L and US Market Access to provide country level input for BD&L evaluations in line with the C&BD deal archetype guidance. This will include input such as TPP development, stakeholder research, DC/IMB prep etc.
4. Support strategic evaluations and initiatives that inform the DA and TA strategies and support TA Head and the ED, Portfolio and Pipeline Strategy with input for TAL (eg. White Papers/Position Papers; what are competitive levers now & future; what are current gaps in portfolio mix; identification of emerging are-as of unmet needs, etc.)
5. Support or lead the transition of late-stage pipeline assets from S&G to US Commercial 6+ months before FDP (timing determined with TAL and IMB), contributing to the preparation of the FDP submission package, including commercial strategy, market shaping activities, representing US Commercial needs at critical forums (GPT) up to transition to a full IPST.

About the Role

Key Responsibilities:

- Based on cross-functional alignment of key competitors/competitor activities outlined by the CI function, perform strategic assessments of select competitor activities, including market situation analysis, inputs into brand/portfolio forecasting impact, strategic and operational benchmarking, articulation of implications and drive development of a cross-functional competitive response plan in legal and compliant manner. All in close partnership with IDS
- Monitor/benchmark strategic plans in context of developments of competitors to provide early warning for potential threats and opportunities for successful implementation of prioritized critical initiatives and tactical plans.
- Proactive surveillance of core Disease Area healthcare & macroeconomic environment including policy, regulatory, health technology to identify threats and opportunities relevant to planning initiatives in the US, and identify critical business trends in advance to drive portfolio growth in the future.
- In collaboration with the CI team, drive the design and execution of competitive planning initiatives (competitive simulations) for key products subject to significant competitive events. Ensure the effective implementation and integrity of all competitive and business intelligence activities such as primary research, and other appropriate intelligence gathering and analysis projects through timely and appropriate coordination with team members and external vendors.
- Lead strategic planning for lifecycle management (LCM) across the Therapeutic Area portfolio with focus on maximizing the long-term value of our assets
- Work closely with cross-functional teams including Medical Affairs, Global Drug Development, Strategy & Growth, Novartis Technical Operations, Regulatory, Finance, IDS, Supply Chain, Trade and Market Access to ensure realization of LCM, Competitive Readiness & Pipeline Strategy priorities. Proactively address/manage risks and issue escalation. Ensure close coordination with peers and key matrix partners, on forecasts and cost projections and

- appropriate coordination with team members, and external vendors
- Liaison with key cross-functional partners such as IDS, Market Access, Medical, BD&L, M&A, Biomedical Research, Development and S&G teams to develop US go/no-go position and critical success factors on pipeline assets
- Drive development of US-centric commercialization strategy for assets in later stages (pre-FDP) to inform strategic product profile development and lead post-transition strategic inputs into program until transitioned to established IPSTs as appropriate.
- Develop center of excellence capabilities within the team
- Establish & maintain strong relationship with International TA teams to ensure that commonalities can be maximized, and differences can be elevated for appropriate discussion & clarity
- Individual scope of this position might change depending on business need of the TA and product complexity.

Essential Requirements:

Education: Bachelor's Degree is required in relevant area, MBA or advanced degree preferred

- Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).
- Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries
- Experience partnering with Medical Affairs and/or Development to inform strategic choices
- Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative problem-solving skills and industry knowledge.
- Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.
- Ability to be a leader and proactive custodian for consistent competitive readiness excellence

Desirable Requirements:

- Experience in multiple therapeutic areas preferred
- Experience with and/or Market Access a plus
- Ability to influence, communicate effectively and engage confidently with leaders one to two levels above
- Able to work in a highly complex, ambiguous and dynamic environment with high visibility and tight timelines

The pay range for this position at commencement of employment is expected to be between: \$176,400.00 and \$327,600.00/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>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

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
Universal Hierarchy Node

地点
USA

状态
New Jersey

站点
East Hanover

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

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

[Apply to Job](#)



Job ID
REQ-10056011

Director, Portfolio and Pipeline Strategy - Immunology

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10056011-director-portfolio-and-pipeline-strategy-immunology>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/East-Hanover/Director--Portfolio-and-Pipeline-Strategy---ImmunologyREQ-10056011-2>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/East-Hanover/Director--Portfolio-and-Pipeline-Strategy---ImmunologyREQ-10056011-2>