

Regional Strategy and Operations Lead - West

Job ID
REQ-10059698

8月 07, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity that will partner with the Regional Sales Director in the West region of the United States. The geography will include California and the Pacific Northwest. 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 Regional Strategy and Operations Lead is a key role that helps shape and implement the long-term vision and strategy for the region and leads the creation and execution of platforms and processes that achieve the main business goals. The aim of this role is to assist the Regional General Manager and the Regional Executive Team to develop and implement effective strategic business plans and initiatives that meet cross functional regional objectives and KPIs focused on oncology portfolio commercial expansion and successful customer interaction.

About the Role

Key Responsibilities:

- Collaborate with the regional leadership team to create a strategic plan that matches the goals and aims, determine the required skills and resources, and track the progress of the strategic plan, as well as suggest changes as needed during the planning period.
- Manage a team of cross-functional partners to create a complete platform for assessing performance based on both internal and external inputs that are qualitative and quantitative.
- Work with internal partners from different functions to achieve regional alignment with customer engagement operations and skills/capabilities teams as well as other HQ functions that are operational supporters for the team Leadership support.
- Assist Region General Manager and Customer Engagement Account Lead team with project and initiative planning and collaboration with HQ teams.
- Support the Region General Manager in coordinating responses to various requests and in preparing for leadership meetings.
- Help the Regional Sales Director monitor key metrics (e.g. reach / frequency and call quality) and implement sales promotions with the sales team.
- Collaborate with Business Planning & Strategy role for Head of Oncology to create and implement a detailed communication plan for all partners in the region, including blogs, town halls, webcasts, recognition, and so on.

Essential Requirements:

- Bachelor ' s degree in business, or related discipline.
- 7+ years of experience in pharmaceutical or life sciences business management, or operational roles.
- Demonstrated ability to quickly build relationships to collaborate with and influence cross-functional partners.
- Sophisticated interpersonal skills include written and oral communication skills, ability to synthesize data, interpret and translate into compelling and clear strategies and plans.
- Proven ability to manage and successfully execute multiple parallel projects in a highly visible and fast-paced environment.
- Demonstrated prioritization, organizational, analytical and research skills, and the ability to conceptualize complex issues and processes.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver ' s license.

Desirable Requirements:

- 2+ years in sales leadership.
- Experience working in an account-based customer engagement environment.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and

cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

Novartis Compensation Summary:

The salary for this position is expected to range between \$145,600 and \$270,400 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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
Field, US

站点
Field Non-Sales (USA)

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

Alternative Location 1
Los Angeles (California), California, USA

Alternative Location 2
Portland (Oregon), Oregon, USA

Alternative Location 3
San Francisco (California), California, USA

Alternative Location 4
Seattle (Washington), Washington, USA

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
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