

Associate Director, Market Research

Job ID
REQ-10060935

10月 23, 2025

USA

摘要

Location:

#LI-Onsite

There are 3 openings associated with this role:

AD, Market Research- ONC (x2)

AD, Market Research- IMM (x1)

Job Description Summary

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision-making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the Dir, Market Research, this role is pivotal in facilitating the collection and organization of critical data, ensuring that insights into perceptions and behaviors of HCPs, patients and payers are effectively gathered and analyzed.

By collaborating with cross-functional teams and external partners, the AD, Market Research

supports the development of comprehensive market research strategies that inform strategic initiatives. This position plays a vital role in compiling and summarizing data on payer needs and market access challenges, providing valuable input for strategic planning. Through effective communication and coordination, the Associate Director ensures that research projects align with business objectives and that findings are effectively documented and shared, to support informed, data-driven decisions for therapeutic areas.

About the Role

Key Responsibilities:

- Collaborate cross-functionally in the collection and organization of data for market research projects, focusing on HCP market perception and patient feedback
- Support the gathering of data on patient attitudes and perceptions of Novartis products and patient support programs related to their TA
- Provide initial analysis and summaries of market research data to support the execution team's strategic initiatives
- Compile reports on payer needs, pricing strategies, and market access barriers for review by the execution team
- Facilitate communication between the execution team and external vendors to ensure research projects align with business needs
- Coordinate meetings and workshops with internal teams and external partners to discuss research findings and strategies
- Assist in the documentation of research findings and insights to support internal functions and strategic planning
- Support the development of standardized templates for research instrument design and analysis
- Track progress on various research initiatives and provide regular updates to the execution team
- Assist in the preparation of performance reports and dashboards to support decision-making

This position will be located at the East Hanover, NJ site and will not have the ability to be located remotely. This position will require 15% travel as defined by the business (domestic and/ or international).

Education: A bachelor ' s degree in Business Administration, Life Sciences, Data Science, or a related field; an MBA or advanced degree is strongly preferred

Novartis seeks a dynamic individual to implement market research initiatives, design research and collect data that addresses the key business questions and objectives of functional NVS and IDS teams to drive data-driven decision-making. The ideal candidate will have an extensive understanding of the pharmaceutical landscape, with expertise in applying different research methodologies to understand market perceptions and sentiment among HCPs, patients and payers. This role requires an individual who can establish a solid foundation of delivering actionable insights

through primary research to empower strategic initiatives, marketing, and outreach efforts under their TA.

Essential Requirements:

- 5+ years of domain expertise in these areas: primary market research, data science, field analytics and insights, market access and patient service analytics, or other related strategic analytics and management consulting
- 6 years of experience in the pharmaceutical or healthcare industry strongly preferred, with a strong focus on HCP, patient and payer strategic insights and analytics
- Strong analytical background, strategic thinking and problem-solving skills, with the ability to translate complex data into actionable insights and aligning them with business priorities for therapeutic areas to drive impactful results
- Excellent communication skills, capable of effectively collaborating with leadership across NVS and IDS functions to translate strategic objectives into the right research metrics and present complex insights effectively to diverse audiences
- Experience working in cross-functional and matrixed teams, with demonstrated ability to collaborate across functions including marketing, provider and patient engagement
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities

Novartis Compensation Summary:

The salary for this position is expected to range between \$132,300.00 and \$245,700.00 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
New Jersey

站点
East Hanover

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

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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