

Radioligand Therapies (RLT) Regional Strategy and Operations Lead - US West

Job ID
REQ-10063550

10月 08, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity that will partner with the Regional Sales Director in an assigned region.

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 Radioligand Therapies (RLT) 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 Director of Strategy and Operations and the RLT 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:

- Lead with an innovative mindset that challenges historical norms, introduces new innovations and approaches, and inspires teams to think beyond traditional pharmaceutical Customer Engagement models to unlock growth opportunities.
- Continually validate and refine regional strategies to drive proactive insights and forward-looking business planning to strengthen RLT 's positioning and accelerate external market impact and competitive value.
- Serve as a subject matter expert across all platforms used to assess and drive business performance. Lead training initiatives to elevate team proficiency, continuously optimize platform capabilities, and champion innovative solutions that enhance business fluency, strategic insight, and operational outcomes.
- Drive alignment across commercial, medical, and operational functions to ensure seamless execution of customer engagement initiatives and capacity building efforts, programs and innovations.
- Lead the design and implementation of scalable platforms, processes, and metrics to measure regional performance utilizing both quantitative and qualitative outputs via enterprise and AI software and analytics.
- Serve as strategic advisor to the Director of Strategy and Operations by supporting business planning, initiative prioritization, statistical analysis and report outs for executive business forums.
- Collaborate with regional leadership to shape and execute comprehensive regional strategies aligned to RLT business goals and customer needs.
- Monitor, analyze, capture and present key business and sales performance metrics in executive forums. Translate insights into action plans for commercial leadership and adjacent product partners.
- Facilitate strategic business discussions with your regional team to drive alignment, performance, and growth. Act as business expert and mentor to the regional field force team and cross-functional counterparts.
- Ensure consistent execution of regional communications that model best practices, strengthen culture, and accelerate business growth.

Essential Requirements:

- Bachelor ' s degree in related field required, Master ' s degree preferred.
- 7+ years of experience in business management or operational roles within the pharmaceutical, life sciences, medical device or technology sectors.
- Demonstrated prioritization, organizational, analytical and research skills, and the ability to conceptualize complex issues and processes.
- Strong track record of influencing without direct authority and driving adoption of strategic initiatives across diverse stakeholders. Strong clinical acumen with the ability to translate complex clinical and performance data into strategic business insights.

- Sophisticated interpersonal skills include written and oral communication skills, ability to synthesize data, interpret and translate into compelling and clear strategies and plans.
- Demonstrated ability to quickly build relationships to collaborate with and influence cross-functional partners.
- Proven ability to manage and successfully execute parallel projects in a highly visible and fast-paced environment, demonstrate subject matter expertise of Microsoft Enterprise technology, PowerBI, CRM platforming, and AI technology.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory border. Ability to travel 20-40% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver ' s license.

Preferred Requirements:

- Extensive experience in organizational change management and operational excellence frameworks (e.g., Lean Six Sigma, Agile).
- 2+ years of commercial leadership in account-based engagement models and customer strategy execution.

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 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 \$152,600 and \$283,400 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

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>
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