

AD, Launch & Portfolio Strategy - 2 Positions

Job ID
REQ-10064327

10月 27, 2025

USA

摘要

#LI-Hybrid

Novartis is hiring two Associate Directors for the Launch & Portfolio Excellence team who will support the development of new U.S. strategic initiatives that elevate business planning, optimize lifecycle management, guide resource prioritization, and innovate go-to-market approaches to maximize impact across therapeutic areas. We are seeking a sharp strategic thinker and collaborative problem solver to drive enterprise-level initiatives enabling data-driven decision making to unlock growth. You will be expected to navigate ambiguity, influence without authority, and deliver high-quality strategic outputs that shape enterprise decisions, while partnering with product General Management teams, Portfolio and Pipeline Strategic Leads, various functional leads, and other enterprise strategy leads.

This position will be based in East Hanover, NJ and will not have the ability to be located remotely. Please note that this role would not provide relocation, and only local candidates will be considered. This position will require 5% travel as defined by the business (domestic and/or international).

About the Role

Key responsibilities:

- Annual business planning: Partner with brand teams and cross-functional stakeholders to evolve a decision-based annual planning process that spans from crafting formidable strategies, developing topline forecast and budgeting, to in-depth review of functional and executional plans
- Product, therapeutic area, and portfolio strategy: As an internal consultant, drive lifecycle initiatives in collaboration with global and other strategy teams on topics such as therapeutic area strategy, full product potential, and commercial model evolution. Lead the analyses to understand a portfolio's evolution and identify opportunities for commercial model evolution
- Formidable product strategy design: Lead a cross-functional team to refine the development of core strategic building blocks - the foundation of our launch and in-line product strategies
- Resource Prioritization & Optimization: Develop frameworks and models to support data-driven resource allocation decisions across products and functions. Identify critical assumptions, evolve the model logic, and craft executive presentations to validate output and communicate outcomes
- Go-to-Market Strategy: Partner cross-functionally to identify and develop enhanced go-to-market approaches given market and asset complexities faced by our U.S. portfolio
- Launch Excellence Value Proposition & Scorecard: Spearhead the strategic design and deployment of a Launch Excellence scorecard to evaluate and articulate the discipline's impact—measuring both tangible value delivered and stakeholder-perceived contribution
- Strategic Problem Solving & Stakeholder Alignment: Lead end-to-end support for critical workstreams, including framing ambiguous business challenges, structuring strategic approaches, leading relevant analyses (including qualitative and quantitative research as needed), translating findings into insights that guide enterprise decisions, aligning cross-functional stakeholders via impactful workshops, and crafting executive ready presentations.

Essential Requirements:

- Bachelor's degree; MBA preferred
- 2+ years' experience focused in the life sciences at a strategic consulting firm
- 5+ years in pharmaceutical, biotech, medical devices, medtech, or healthcare inclusive of 3 years' US commercial experience with experience in launch and in-line products
- Experience in project management and translation of strategy into execution with the ability to manage multiple priorities
- Strong proficiency in Excel and PowerPoint plus strong communication skills with the ability to craft and deliver high-impact executive level presentations that “tell a story” orally and in writing
- Experience working collaboratively across the matrix, with influencing skills and ability to exercise tact and diplomacy in difficult situations
- Excellent listening skills with a curious/humble approach, coupled with a drive to challenge the status quo, with experience navigating ambiguity and implementing change to improve processes, systems, and strategies
- Exceptional analytical and problem-solving skills, with strong ability to lead creative problem-solving and generate insights

Desirable Requirements:

- Strategic consulting experience at Deloitte Monitor, McKinsey, BCG, Bain or similar firms
- Experience in at least one of the following areas: rare disease, oncology, cardiovascular/renal/metabolic, immunology, or neuroscience

Novartis Compensation Summary: The salary for this position is expected to range between \$132,300 and \$245,700 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>

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
General Management

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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