

Director, Launch Excellence - 2 Positions

Job ID
REQ-10065854

11月 07, 2025

USA

摘要

#LI-Hybrid

Novartis is preparing to launch several innovative medicines across four therapeutic areas over the next five years. To drive successful launches, we are seeking two Directors to join the U.S. Launch Excellence Capabilities & Business Partnerships Team within the U.S. Launch & Portfolio Excellence Group.

Each Director will lead collaboration with cross-functional launch teams in one designated launch type - Rare Diseases, Platform, Specialty - to develop and execute robust launch plans applying Novartis' s launch excellence framework; build and enhance organizational capabilities for launch via new methods, tools, and; and maximize launch excellence know-how across teams to enhance and accelerate decision-making.

Key partners for this role include General Management, product strategy teams, functional leads, and other portfolio groups. These positions report to the Executive Director, Launch Excellence.

These positions will be based in East Hanover, NJ and will not have the ability to be located remotely.

Relocation may be considered. The positions will require 15% travel as defined by the business (domestic and/or international).

About the Role

Key responsibilities:

- Collaborate as the primary Launch Excellence partner for teams of a designated launch type: Rare Diseases, Platform, or Specialty (across Cardiovascular/Renal/Metabolic, Immunology, Neuroscience, and Oncology therapeutic areas), guiding cross-functional teams through key planning milestones to deliver impactful launch plans.
- Drive strategic and operational rigor in launch plans using Novartis launch excellence framework, knowledge from across the portfolio and industry, and anticipated future success drivers.
- Foster innovation and continuous improvement by identifying and sharing best practices and new ideas to help teams make better, faster decisions and enhance launch success.
- Ensure sound annual financial planning for pre-launch products, driving data-driven decisions and proactively identifying risks and opportunities.
- Lead the design and implementation of new launch capabilities, managing projects from concept to completion to application with cross-functional partners.
- Expand expertise and intelligence in the assigned launch type and disease areas to elevate impact of strategic and tactical recommendations for launch excellence.

Essential Requirements:

- Bachelor's degree; advanced education (MBA or equivalent) highly preferred
- Minimum of 10 years' experience in pharmaceutical brand strategy, marketing, and commercialization
- Robust U.S. market experience with high-profile brands in complex categories
- Understanding of the launch planning horizon from pivotal program endorsement to market introduction and the role of each function in launch planning and execution
- Experience in Rare Diseases, with new technology/scientific Platform launches, and/or in Specialty launches.
- Experience in one or more of the following therapeutic areas: Cardio Renal Metabolic, Immunology, Neuroscience, Oncology.
- Enterprise and brand mindset; ability to identify opportunities and risks, frame and make trade-off decisions and recommend priorities based on value and patient impact.
- Strong ability to influence and manage stakeholders in a complex, matrix environment; ability to provide strategic direction to peers and leaders to drive towards results.
- Strong analytical and financial acumen; demonstrated experience in utilizing data, insights, and analysis to design strategy and execution and make data-driven decisions that optimize performance and outcomes.

Desirable requirements:

- Experience in launch excellence or other enterprise-wide roles

- Strategic and marketing consulting experience
- Experience in broader healthcare ecosystem

Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500 and \$344,500 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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