

Director, Launch Excellence

Job ID
REQ-10065854

2月 06, 2026

USA

摘要

#LI-Hybrid

Novartis is preparing to launch several innovative medicines across four therapeutic areas over the next five years as part of its commitment to reimagine medicine. To drive successful launches across the US, we are seeking a Director to join our Launch Excellence Capabilities & Business Partnerships Team.

The Director will (1) lead strategic collaboration with cross-functional launch teams to develop robust plans applying Novartis's launch excellence framework and (2) build innovative organizational capabilities to support launch excellence in a rapidly changing healthcare ecosystem.

Key internal 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

(largely domestic).

About the Role

Key responsibilities:

- Collaborate as the primary Launch Excellence strategic partner for a set of cross-functional US launch teams, working with them over the planning horizon to develop and deliver high quality launch plans.
- Lead strategic projects and multi-function project teams to develop new launch capabilities/methods/tools for the US organization from concept to completion to implementation.
- Become an expert in Novartis' launch excellence framework and contribute to continuous improvement of the framework to ensure preparedness for future industry success drivers.
- Ensure sound annual financial planning for pre-launch products, driving data-driven decisions and proactively identifying risks and opportunities.
- Capture and extend best practices in launch planning and execution, and build a connected launch community in the US organization to improve and speed up decision-making.

Essential Requirements:

- Bachelor's degree; advanced education (MBA or equivalent) highly preferred
- Minimum of 10 years' experience in biopharmaceutical brand strategy, marketing, and commercialization; robust U.S. biopharmaceuticals market experience with high-profile brands in complex categories
- Understanding of the launch planning horizon and strategic deliverables from pivotal program endorsement to market introduction and the role of each function in launch planning and execution
- Strategic, management consulting experience in life sciences
- Experience in rare diseases, with new technology/scientific platform launches, and/or in specialty product 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.
- Willingness to challenge the status quo, share points of view, and progress forward without full information
- 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.
- Strong communication skills, written and oral, across levels and settings

Desirable requirements:

- Experience in launch excellence or other enterprise-wide roles
- Experiences building and implementing AI-enabled strategic solutions

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||  
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =  
document.getElementById("kulturaplayer69860aed94188144310615"); var mediaContainer =  
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";  
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =  
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles  
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var  
finalWidth = parseFloat(parentStyles.width); if (finalWidth < originalWidthValue) {  
var config = { targetId: "kulturaplayer69860aed94188144310615", provider: { widgetId: "10m7rm1pm", partnerId:  
"2076321", uiConfd: "55802022" }, playback: { autoplay: false, autopause: false,  
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {  
disable: true }, "playkit-js-transcript": { position: "right", // Default: bottom; ('left', 'right', 'top', 'bottom')  
enable transcript. expandMode: "over", // Default: alongside; ('alongside', 'hidden', 'over')  
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:  
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },  
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',  
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:  
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:  
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {  
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-  
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };  
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };  
config.ui.uiComponents = []; config.plugins.googleTagManager = {};  
config.plugins.googleTagManager.customEventsTracking = {};  
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';  
config.plugins.googleTagManager.customEventsTracking.custom = [];  
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:  
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof  
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var  
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other  
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {  
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {  
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {  
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===  
'function') { otherPlayer.pause(); } })); })); } } catch (e) { console.error(e.message) }
```



VIDEO

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