

Executive Director, Neuromuscular Sales

Job ID
REQ-10080373

6月 22, 2026

USA

摘要

#LI-Remote

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require 30% travel.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

The Executive Director, Neuromuscular Sales, is a senior commercial leader who inspires and guides a seasoned account management team to deliver meaningful impact across a defined geography or business. This role brings together strategic account leadership, customer engagement, and brand connection to drive both immediate results and sustained growth in a highly specialized, relationship-driven environment. The Executive Director, Neuromuscular Sales translates enterprise and portfolio strategy into thoughtful, integrated execution - shaping standout customer experiences across health

systems, IDNs, and centers of excellence. In close partnership with Therapeutic Area leaders and cross-functional teams, this position helps ensure a seamless, patient-centered journey from strategy through delivery.

About the Role

Key Responsibilities:

- Own and guide business performance across the Neuromuscular portfolio, advancing growth, market presence, and strong launch execution through integrated demand generation and account-focused strategies.
- Bring enterprise and brand strategy to life by shaping clear regional plans that align customer engagement, access, account management, and patient support.
- Build trusted, senior-level relationships with priority health systems, IDNs, and centers of excellence, leading thoughtful, long-term account strategy.
- Lead integrated account planning that connects promotion, access, reimbursement, and care pathways into a seamless, differentiated customer experience.
- Ensure consistent, compliant execution of omnichannel strategies, grounded in legal, regulatory, and ethical standards.
- Partner closely across Marketing, Medical, Market Access, Trade, and Patient Services to deliver coordinated, patient-centered outcomes.
- Inspire, coach, and develop a high-performing, geographically diverse team - fostering growth, engagement, and strong succession pipelines.
- Use data and insights to guide decisions, continuously assessing performance and adapting strategy in response to evolving needs.
- Serve as a strategic thought partner to Therapeutic Area and enterprise leaders, sharing customer and market insights to help shape future direction.
- Champion change and innovation, evolving go-to-market approaches while modeling values-driven, compliant leadership in every interaction.

Essential Requirements:

- Bachelor ' s degree required from 4-year college or university.
- 10+ years ' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams. We also welcome candidates from other complex environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, technology, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- Proven ability to lead sustained commercial performance by translating strategy into clear, consistent execution across multi-regional environments.
- Experience leading large, geographically dispersed teams through growth, change, or transformation - building strong followership while developing talent and future leaders.
- Breadth of cross-functional experience (e.g., market access, reimbursement, account management) with a solid understanding of payer landscapes and specialty models.
- Confidence and adaptability in complex environments, bringing people together, making thoughtful decisions with imperfect information, and driving aligned execution across a matrix.

- Strong people leadership with a track record of attracting, developing, and retaining diverse talent while building high-performing, inclusive teams.
- Strategic and analytical mindset, with experience leading complex initiatives, managing budgets, and turning insights into meaningful action.

Desirable Requirements:

- Experience in top-tier consulting and/or complex healthcare environments (e.g., biotech, medical device, diagnostics), with strong understanding of access, reimbursement, and companion diagnostics.
- Familiarity with the Novartis Oncology and/or CAR-T portfolio, with an understanding of the broader CAR-T ecosystem and customer landscape.

Novartis Compensation Summary:

The salary for this position is expected to range between \$225,400 and \$418,600 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
Sales

地点
USA

状态
Remote, US

站点
Remote Position (USA)

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

Alternative Location 1
Dallas (Texas), Texas, USA

Alternative Location 2
East Hanover, New Jersey, USA

Alternative Location 3
Tampa (Florida), Florida, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a3a150dbffd2008730583", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { 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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =  
kPlayer.setup(config); // Add the player to the global array.  
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.  
kalturaPlayer.loadMedia({entryId: "1d_gfvmafo"}); } catch (e) { console.error(e.message) }
```

Job ID
REQ-10080373

Executive Director, Neuromuscular Sales

[Apply to Job](#)



Job ID
REQ-10080373

Executive Director, Neuromuscular Sales

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10080373-executive-director->

neuromuscular-sales

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <mailto:us.reasonableaccommodations@novartis.com>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Remote-Position-USA/Executive-Director--Neuromuscular-SalesREQ-10080373-2>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Remote-Position-USA/Executive-Director--Neuromuscular-SalesREQ-10080373-2>