

National Director, Precision Medicine Liaisons

Job ID
REQ-10082540

7月 15, 2026

USA

Available in: English

摘要

This is a field-based and remote opportunity supporting a team in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

Step into a high-impact leadership role where you will shape the future of precision medicine at scale. As the National Director, Precision Medicine Liaisons, you will lead a nationally distributed team at the forefront of transforming how rare diseases are diagnosed and managed. In this role, you will translate cutting-edge scientific advancements into real-world clinical adoption—driving meaningful change across health systems and improving patient outcomes. You will partner across Medical Affairs and enterprise stakeholders to influence strategy, enable innovative diagnostic workflows, and build a best-in-class field capability grounded in scientific excellence, collaboration, and continuous learning.

About the Role

Key Responsibilities:

- Lead, coach, and develop a national team of Precision Medicine Liaisons (PMLs), including hiring, onboarding, performance management, and development planning.
- Translate Precision Health strategy and Rare Disease medical priorities into national PML field plans, playbooks, and execution standards. Oversee national deployment, prioritization, and resourcing of PML activities across enterprise and multi-site health systems.
- Define national KPIs and measurement approach for PML impact (e.g., workflow adoption, quality, and care-gap closure), supported by a disciplined operating rhythm (MBRs/QBRs). Ensure consistent, compliant execution of PML engagements aligned to non-promotional Medical Affairs standards, with clear documentation and audit readiness.
- Serve as the primary field leadership contact for the PML function in enterprise forums; represent PML insights and operational realities to inform strategy. Enable consistent internal alignment on precision diagnostics, testing pathways, and workflow enablement approaches relevant to Rare Disease programs. Partner with Precision Health Strategy, Therapeutic Area Medical Affairs, ADHIT/HIT, HEOR/RWE, Market Access, IDS, and other field medical roles to ensure coordinated engagement in shared systems and accounts.
- Own the PML operating model: operating rhythm, communications, reporting, and continuous improvement.
- Support select strategic health system engagements as a senior Medical Affairs representative, as appropriate.
- Enable delivery of US Medical Affairs-approved Precision Health education relevant to rare disease diagnostics and workflows through appropriate external forums (e.g., specialty societies, professional organizations).
- Establish an insight-to-action loop: synthesize customer insights, identify care gaps, and translate learnings into national field enablement and strategy recommendations.
- Serve as a strategic SME across diagnostic standards, biomarker science, and precision medicine approaches, with emphasis on rare disease diagnostic pathways and testing workflows.
- Maintain awareness of evolving diagnostic science and external trends; translate implications into field readiness, training priorities, and execution updates.

Essential Requirements:

- **Education:** Advanced degree required (MD, PhD, PharmD, MS, or equivalent in a scientific, clinical, or health-related discipline).
- 10+ years of experience in Medical Affairs, precision medicine, diagnostics, or related healthcare roles, including field medical leadership and/or enterprise health system engagement.
- Demonstrated people leadership experience with a track record of building, developing, and retaining high-performing teams in matrixed environments.
- Deep understanding of molecular diagnostics and biomarker strategies, including clinical integration of germline and somatic testing (as applicable) into care pathways.
- Experience leading strategy-to-execution translation, including KPI design, operating rhythms (MBR/QBR), and governance for a field capability.
- Strong data literacy and comfort using insights to prioritize, measure impact, and drive continuous improvement.

- Strong understanding of digital health / workflow enablement (e.g., EHR-enabled processes) and the ability to partner effectively with technical and analytics teams.
- Excellent communication and executive presence; ability to influence across Medical, Legal/Compliance, P&O, and cross-functional partners.
- Demonstrates strong data literacy and applies digital and AI - enabled thinking strategically and responsibly to improve decision speed, commercial outcomes, and competitive advantage, while modeling effective AI use across the team, embedding AI tools into workflows, guiding responsible AI practices, and fostering experimentation and continuous learning.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 75% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

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.

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 an 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

For Field Roles with a Dedicated Training Period:

The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

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.

部門
US

Business Unit
Sales

地点
USA

状态
Field, US

站点
Field Non-Sales (USA)

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

Alternative Location 1
East Hanover, New Jersey, USA

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a5a8c9696e7c036005203", 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 thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturaDataLayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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