

Head of Adoption and Value Realization

Job ID
REQ-10084656

9月 04, 2026

USA

摘要

Job Title: Head of Adoption and Value Realization

REQ-10082704 | #LI-Hybrid

Location: Cambridge, USA

Relocation Support: This role is based in Cambridge, USA. Novartis is unable to offer relocation support: please only apply if accessible.

Imagine shaping how world-class scientists harness the power of data, artificial intelligence, and digital innovation to accelerate breakthrough discoveries. As Head of Adoption and Value Realization, you will play a pivotal role in ensuring that Novartis' investments in data products, platforms, and artificial intelligence solutions translate into measurable impact across Biomedical Research. Leading a high-performing global team, you will connect user needs, workflow insights, adoption analytics, and business outcomes to drive meaningful change at scale. This is a unique opportunity to influence enterprise-wide strategy, champion data literacy, and help transform the way scientific innovation is delivered through data-driven decision making.

About the Role

Key Responsibilities

- Lead the enterprise strategy for adoption, usage, and value realization across data and digital products.
- Establish scalable measurement frameworks linking product adoption to scientific and operational outcomes.
- Define and embed telemetry, usage analytics, and adoption metrics across platforms and data products.
- Drive workflow discovery and identify opportunities to improve usability, efficiency, and data-driven decisions.
- Deliver actionable insights that inform product roadmaps, investment priorities, and platform enhancements.
- Lead the enterprise data literacy program to strengthen user capability and confidence with data and artificial intelligence.
- Build and develop a high-performing team focused on user enablement, workflow analysis, and value measurement.
- Partner with cross-functional stakeholders to accelerate adoption and maximize business impact.
- Create executive dashboards and impact reporting to demonstrate portfolio value and outcome realization.
- Establish closed-loop feedback processes that continuously improve products, platforms, and user experiences.

Essential Requirements

- 8-10+ years of experience in product analytics, digital adoption, value realization, or data-driven product management.
- Proven experience designing usage measurement frameworks, telemetry models, and adoption analytics programs.
- Demonstrated ability to connect product usage insights to measurable business and scientific outcomes.
- Experience leading cross-functional initiatives within complex global enterprise environments.
- Strong people leadership experience, including coaching, performance management, and team development.
- Expertise in workflow analysis, process improvement, and value realization measurement.
- Proven ability to influence senior stakeholders through data-driven insights and compelling storytelling.
- Experience working with data-intensive, digital, or artificial intelligence-enabled product ecosystems.

Desirable Requirements

- Experience in data-intensive research, life sciences, or artificial intelligence-enabled environments.
- Experience designing enterprise data literacy, community engagement, or large-scale adoption programs.

Novartis Compensation and Benefit Summary

The salary for this position is expected to range between 176,400.00 - 327,600.00 USD Annual

The Final salary offered is determined based on factors such as relevant skills and experience and will be reviewed periodically upon joining Novartis. Novartis may update 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 for annual equity awards.

US-based eligible associates receive a comprehensive benefits package that includes health, life, and disability coverage, a 401(k) plan with company contribution and matching, and a range of additional benefits. Associates are also eligible for a generous time-off package, including vacation, personal days, holidays, and other leave options. To learn more about the culture, rewards and benefits we offer our people click [here](#).

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:

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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

Biomedical Research

Business Unit

Research

地点

USA

状态

Massachusetts

站点

Cambridge (USA)

Company / Legal Entity

U175 (FCRS = US175) Novartis Institutes for BioMedical Research, Inc.

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9c7398e4b6b765674239", 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 kaltura_dataLayer.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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