

## Director, Therapeutic Area Strategy, CRM

Job ID  
REQ-10076215  
Июн. 22, 2026  
Швейцария  
Available in: English

### Сводка

Location: Basel Switzerland or Cambridge, MA. This role will follow a hybrid working model.  
If based in the US, please apply to REQ-10076684  
LI-#hybrid

The Novartis Strategy & Growth Therapeutic Area Strategy team for Cardio, Renal, and Metabolic (CRM) is seeking a Strategy Director. This role will support the development and ongoing evolution of a holistic TA strategy, provide early-phase commercial insights to project teams, and guide TA-specific internal pipeline development as well as external licensing and acquisition opportunities. The role will also support integrated enterprise alignment across Biomedical Research (BR), Development, Strategy & Growth (S&G), and Commercial US and International teams.

### About the Role

#### Key Responsibilities:

- Brings external benchmarking, analysis and insights, and judgement to support the TA Strategy Head in developing a holistic Novartis TA strategy that achieves sustainable growth in short, mid and long-term.
- Brings both understanding of the pharmaceutical industry and the core Therapeutic Areas (TA) and Disease area of CRM to derive insightful and differentiating competitive advantages over our peers.
- Provides key commercial insights to the R&D project teams, particularly for early phase programs. To do this effectively, in-market experience in the US is critical.
- Analyses reports and publications to extract key messages, including building product forecasts.
- Supports development and delivery of TA-specific strategic external insights to support identification of growth opportunities, emerging competitive challenges and support creation of a third-party view around key strategic levers, and commissions targeted primary research.

#### Essential Requirements:

- Bachelor's degree required. Advanced degree (PhD, MD or other advanced University degree) and / or equivalent experience in life science/healthcare; MBA or consulting or equivalent experience highly preferred.
- In-depth TA knowledge (or track record to acquire required TA expertise effectively and rapidly) in CRM.
- Highly agile having the capacity to support a number of strategic DAs within a TA and multiple programs internal and external
- Substantial experience evaluating new product opportunities (through M&A, BD&L and internal re-search programs).
- At least 5-7 years of Industry pharma and/or medical devices Experience in Research & Development and/or commercial functions with experience conducting, commissioning, analyzing primary research
- Experience of strategy development and asset shaping early in lifecycle (any functional perspective)
- Recent (post 2015) local US in-market experience; local US experience includes working within the US market with the local US customers, US health care systems / systems

#### Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

#### Accessibility and Accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [diversity.inclusion\\_ch@novartis.com](mailto:diversity.inclusion_ch@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**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 \(PDF 30 MB\)](#)

Primary location salary range  
CHF150,500.00 - CHF279,500.00

Дивизион  
Strategy & Growth  
Business Unit  
General Management  
Место  
Швейцария  
Сайт

Basel (City)  
Company / Legal Entity  
C028 (FCRS = CH028) Novartis Pharma AG  
Functional Area  
BD&L & Strategic Planning  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

Job ID  
REQ-10076215

### **Director, Therapeutic Area Strategy, CRM**

[Apply to Job](#)

Job ID  
REQ-10076215

### **Director, Therapeutic Area Strategy, CRM**

[Apply to Job](#)

---

**Source URL:** <https://novartis.ru/careers/career-search/job/details/req-10076215-director-therapeutic-area-strategy-crm>

#### **List of links present in page**

1. [mailto:diversity.inclusion\\_ch@novartis.com](mailto:diversity.inclusion_ch@novartis.com)
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Basel-City/Director--CRM-Therapeutic-Area-Strategy\\_REQ-10076215-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Basel-City/Director--CRM-Therapeutic-Area-Strategy_REQ-10076215-2)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Basel-City/Director--CRM-Therapeutic-Area-Strategy\\_REQ-10076215-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Basel-City/Director--CRM-Therapeutic-Area-Strategy_REQ-10076215-2)