

Exec Dir, Product Strategy Lead - DM1

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REQ-10077664
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Сводка

This position will be located at either the Cambridge, MA or East Hanover, NJ site and will not have the ability to be located remotely. This position will require 20% travel as defined by the business (domestic and/ or international).

The Executive Director, Product Strategy Lead (PSL) will lead the creation, implementation, orchestration and measurement of the integrated product strategies for an indication of a product within a given therapeutic area in the US, under the leadership of a General Manager for the Product or Portfolio. This individual will contribute to the key decision making for maximizing the impact of the product under their remit while actively and appropriately managing resource allocation across multiple teams, and multiple functions. This will be done in consultation with various teams and functions, including: Marketing, Sales, Novartis Patient Support, Market Access, Insights and Decision Science and Medical about their respective strategies, plans and proposed resourcing. This leader will impact the Novartis legacy in his/her responsibility for accelerating impact in the product/while leading through a business-critical transformation.

This role will contribute to the management of the full P&L for the assigned product, under the final leadership of the General Manager for the Product or Portfolio and will partner closely with functional heads for decision-making of resource allocation to deliver the most accelerated impact for the product.

This leader will be a key member of the General Manager team in the Integrated Product Strategy Organization and is expected to demonstrate accountability for the assigned product or indication and responsibility for broader enterprise leadership in their decisions and engagement across the US Pharma organization.

This leader has a passion for transformational enterprise leadership, decisive strategy in service of delivering higher impact for patients, customers, healthcare systems with higher quality, speed and agility. Additionally, this leader will be responsible for ensuring that customer engagement and relationship building are factored into the product/ indications' strategic approach and performance metrics to optimize the approach and identify potential areas of risk.

About the Role

Key Responsibilities:

- Define critical and specific integrated priorities and key impact measures for assigned product/indication in consultation with the cross-functional product strategy team under the final leadership of the General Manager.
- Integrate, lead, measure and take decisive action against the KPIs on the integrated product strategy to raise impact for product
- Significant contribution to the P&L of a product/indication while enabling partner functions to manage day-to-day resource management
- Significant contribution to the topline results as an outcome of strategic choices
- Significant contribution to the integrated cross-functional resource allocation to deliver highest impact
- Establish and coordinate management of KPI's across all functions accountable for the integrated product strategy
- Appropriately partner with functional heads in trade-off decisions
- Partner with other general managers and members of the Product Strategy team for enterprise decisions, including potential trade-offs between products/indications

Essential Requirements:

Education (minimum/desirable):

Bachelor's Degree, preferred MBA

Experience:

Required:

- 10+ years in pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 different types of cross-functional roles/experience
- 3+ years of direct responsibility for large budget management inclusive of owning key product trade-off decisions
- 3+ years leading and translating an integrated product strategy requiring global and local alignment
- US Market, launch and product lifecycle stages experience, OR, General Manager experience in other countries

Preferred:

- Therapeutic Area experience
- US experience strongly preferred
- Global or other country / region experience (Projects or full time roles or temporary roles for 6 months or more)

Cross-functional roles/experience means the associate has worked in different full-time roles for at least 1 year each. Cross functional roles can include experiences in

Sales, Marketing, Market Access, NPS, IDS, Medical.

The salary for this position is expected to range between \$236,600.00 and \$439,400.00 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.

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:

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.

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