

## Director, Portfolio & Product Strategy, NS

Job ID  
REQ-10078103  
май 18, 2026  
США

### Сводка

The Director, Portfolio and Pipeline Strategy, will support the TA Head, GM and the ED, Portfolio & Pipeline Strategy by working cross-functionally to build the foundation for sustainable and profitable growth of the TA over the 10+ year horizon, in line with the enterprise operating model.

### About the Role

#### Key Responsibilities:

Partnering with the TA Head, GMs and ED, Portfolio and Pipeline Strategy role to build forward looking competitive readiness plans (strategy, tactical and scenario planning) that are rooted in understanding of the external competitive environment in close collaboration with IDS (built on CI team deliverables), and our internal product/portfolio strategies. This role ensures our product/portfolio teams are in a constant state of readiness to anticipate and act on external macro-environmental market changes, competitor new launches and other competitor strategies in a legal and compliant manner.

Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to provide input on assets to S&G, Development and BioMedical Research that ensures maximal commercial viability and launch value generation. This will include Life Cycle Management (LCM) planning for new indications, formulations and labels for in-line products as well as Integrated Evidence Plans and LCM Plans for early pipeline assets.

Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to help partner with US BD&L and US Market Access to provide country level input for BD&L evaluations in line with the C&BD deal archetype guidance. This will include input such as TPP development, stakeholder research, DC/IMB prep etc.

Support strategic evaluations and initiatives that inform the DA and TA strategies and support TA Head and the ED, Portfolio and Pipeline Strategy with input for TAL (eg. White Papers/Position Papers; what are competitive levers now & future; what are current gaps in portfolio mix; identification of emerging areas of unmet needs, etc.)

Support or lead the transition of late-stage pipeline assets from S&G to US Commercial 6+ months before FDP (timing determined with TAL and IMB), contributing to the preparation of the FDP submission package, including commercial strategy, market shaping activities, representing US Commercial needs at critical forums (GPT) up to transition to a full IPST.

#### Essential Requirements:

##### Education:

Bachelor's Degree is required in relevant area, MBA or advanced degree preferred

##### Languages:

##### Experience:

##### Required:

- Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).
- Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries
- Experience partnering with Medical Affairs and/or Development to inform strategic choices
- Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative problem-solving skills and industry knowledge.
- Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.
- Ability to be a leader and proactive custodian for consistent competitive readiness excellence

##### Desirable Requirements:

- Experience in multiple therapeutic areas preferred
- Experience with and/or Market Access a plus
- Ability to influence, communicate effectively and engage confidently with leaders one to two levels above
- Able to work in a highly complex, ambiguous and dynamic environment with high visibility and tight timelines

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 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](mailto: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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Functional Area  
BD&L & Strategic Planning  
Job Type  
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Employment Type  
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Shift Work  
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