NOVARTIS

Vice President, Head of Cardiovascular Sales

Job ID
REQ-10084577
авг 03, 2026
США

Сводка

#LI-Remote

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require 60-80% travel.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

The Vice President, Head of Cardiovascular Sales is a dynamic commercial enterprise leader responsible for shaping and executing the U.S. Cardiovascular sales strategy while driving business performance and advancing outcomes for patients and customers. This role leads a high-performing organization, fosters meaningful customer engagement, and champions innovative go-to-market strategies that strengthen Novartis' position as a trusted healthcare partner. Working collaboratively across the enterprise, the leader will optimize field effectiveness, remove barriers to success, and guide teams through evolving market dynamics and product launches. Success in this role requires strong commercial acumen, strategic agility, and a passion for developing people and delivering impact.

About the Role

Key Responsibilities:

- Build, inspire, and develop a high-performing sales organization that embraces agility, collaboration, and accountability while navigating a rapidly evolving healthcare landscape.
- Lead the U.S. Cardiovascular Sales team through organizational and market changes, fostering a culture of innovation, inclusion, engagement, and continuous improvement.
- Develop and execute portfolio and product strategies that drive growth, accelerate customer adoption, and deliver strong business results, including successful product launches.
- Champion a patient-centered culture aligned with Novartis Values & Behaviors, setting clear expectations and investing in coaching, development, and succession planning.
- Partner closely with Marketing, Market Access, Medical, Integrated Product Teams, and other cross-functional stakeholders to align strategies and accelerate execution.
- Leverage market insights, customer feedback, analytics, and performance data to identify opportunities, mitigate risks, and inform strategic decision-making.
- Optimize the deployment of field resources, budgets, and organizational investments to support business priorities and maximize impact.
- Own national sales performance and financial accountability for the Cardiovascular portfolio, adapting strategies to capitalize on market opportunities and achieve growth objectives.
- Lead with confidence, humility, and sound judgment in complex environments, driving results through influence, collaboration, and strategic partnerships.
- Translate enterprise strategy into execution across matrixed organizations, leading transformational change and delivering meaningful outcomes for patients, customers, and the business.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 12+ years' experience of diverse commercial pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed sales teams; consistently excelling in second-line sales leadership and in attracting, developing, and retaining diverse and effective teams. We also welcome candidates from other complex sales environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- Prior experience in leading teams focused on specialty therapeutic areas, along with a proven track record of successful product launches.
- Proven track record of leadership in diverse, cross-functional settings such as operations, account management, marketing, and market access, with demonstrated experience in complex sales environments involving physicians, managed markets, and/or accounts with restricted physical access.
- Demonstrated ability to lead complex business initiatives, solve strategic challenges, and deliver measurable results through strong analytical thinking, sound decision-making, and financial acumen, including experience managing large-scale budgets.
- Shown understanding of US market access dynamics including payer landscape, buy-and-bill, specialty pharmacy, and evolving healthcare delivery models.
- Established ability to lead with confidence, humility, and resilience in complex and evolving environments, driving business results through collaboration, strategic partnerships, and cross-functional alignment.
- Recognized success leading enterprise change, translating strategy into execution across matrixed organizations, and making thoughtful, high-impact decisions with strong judgment, adaptability, and learning agility.

Desirable Requirements:

- Advanced degree preferred (MBA, MS, PharmD, PhD, or equivalent) with experience leading Cardiovascular or other specialty sales organizations, including successful product launches and market expansion initiatives.
- Experience operating in complex, matrixed organizations with expertise across organized customer environments, commercial transformation, talent development, and the application of digital, analytics, and AI capabilities to drive business outcomes.

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.

Novartis Compensation Summary:

The salary for this position is expected to range between $274,400 and $509,600 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.

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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Место
США
Состояние
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Сайт
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Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Dallas (Texas), Texas, США
Alternative Location 2
East Hanover (New Jersey), New Jersey, США
Alternative Location 3
Los Angeles (California), California, США
Functional Area
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Job Type
Full time
Employment Type
Regular
Shift Work
No

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