NOVARTIS

Associate Director, Dermatology Thought Leader Liaison - Mid-Atlantic

Job ID
REQ-10085537
Окт. 14, 2026
США

Сводка

#LI- Remote

Territory: Mid-Atlantic (WV, VA, MD, DC, DE, PA, and portions of South NJ)

Imagine shaping the future of dermatology by influencing the strategies, education, and insights that help improve care for patients across the country. As an Associate Director, Thought Leader Liaison (TLL), you will build meaningful partnerships with leading Medical Experts, serve as a trusted advisor across a dynamic healthcare landscape, and bring valuable external perspectives into critical business decisions. In this highly visible field-based role, your ability to connect people, generate actionable insights, and collaborate across Marketing, Medical Affairs, HCP Education, Congress Strategy, and Field Leadership will directly impact how Novartis engages customers and advances innovation in Dermatology.

Location: This position will cover the Mid-Atlantic territory of West Virginia, Virginia, Maryland, DC, Delaware, Pennsylvania, and parts of South New Jersey. The Associate Director, Thought Leader Liaison is required to live within the territory's geography (there may be some restrictions based on legal entity) and the ideal candidate will reside between Philadelphia and Washington, DC. Please note that this role would not provide relocation and only local candidates will be considered.

Travel: This field-based role requires up to 80% travel. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

About the Role

Key Responsibilities:

- Build and strengthen relationships with established and emerging Medical Experts across the Dermatology landscape.
- Conduct compliant Medical Expert engagements to generate insights supporting strategic business priorities.
- Facilitate impactful discussions using approved resources to inform marketing and educational strategies.
- Capture, synthesize, and communicate actionable insights to cross-functional stakeholders.
- Support peer-to-peer education programs through expert insights, speaker development, and educational planning.
- Moderate approved educational programs and peer exchanges in accordance with company policies.
- Lead or support advisory boards, insight forums, speaker initiatives, and other marketing programs.
- Coordinate Medical Expert engagement activities for congresses, society meetings, and external events.
- Partner across Marketing, Medical Affairs, HCP Education, and Congress teams to execute aligned strategies.
- Leverage digital tools and CRM platforms to enhance engagement planning, insight generation, and collaboration.

Essential Requirements:

- Bachelor’s degree in a related field; MBA or advanced degree preferred
- At least 5 years of experience in Thought Leader/Medical Expert engagement, field-based marketing, regional marketing, sales leadership, HCP education, account management, or a related pharmaceutical/biotech role.
- The preferred candidate will reside between Philadelphia and Washington, DC and must reside within the territory. Ability to travel up to 80% of the time over a broad geography is required, with the ability to drive and/or fly within the territory of West Virginia, Virginia, Maryland, DC, Delaware, Pennsylvania, and parts of New Jersey and New York. Must have a valid driver’s license.
- Proven ability to develop productive, compliant relationships with physicians, advanced practice providers, healthcare professionals, and other relevant external stakeholders.
- Strong understanding of field-based marketing, Medical Expert engagement, insight generation, peer-to-peer education, congress planning, and compliant cross-functional collaboration.
- Demonstrated ability to execute strategic plans, manage multiple priorities, and deliver high-quality work in a complex, matrixed environment.
- Strong analytical, communication, facilitation, and presentation skills with the ability to synthesize information and communicate insights clearly to internal stakeholders.
- Ability to influence without authority, collaborate across functions, and build productive partnerships with internal and external stakeholders.
- Strong organizational, project management, problem-solving, and decision-making skills.
- Experience using CRM, digital engagement, insight capture, or other productivity tools to support planning, execution, and documentation.
- Financial and budgetary acumen, including the ability to support planning and execution of initiatives within approved resources and company processes.
- Demonstrated commitment to compliance, ethical decision-making, professionalism, and adherence to company policies.

Desirable Requirements:

- Dermatology therapeutic area experience.
- Experience collaborating across Marketing, Medical Affairs, HCP Education, Congress Strategy, and field leadership to support HCP education, peer-to-peer programs, congress execution, speaker development, and advisory initiatives.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function

of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

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.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between $145,600 and $270,400 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.

Дивизион
US
Business Unit
Marketing
Место
США
Состояние
Field, US
Сайт
Field Non-Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Newark (Delaware), Delaware, США
Alternative Location 2
Philadelphia (Pennsylvania), Pennsylvania, США
Alternative Location 3
Washington, DC, District of Columbia, США
Functional Area

Маркетинг
Job Type
Full time
Employment Type
Regular
Shift Work
No

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