NOVARTIS

Dir, Enterprise Investment Strategy & Optimization

Job ID
REQ-10090099
Окт. 27, 2026
США

Сводка

#LI-Hybrid

This position will be located at East Hanover, NJ site and will not have the ability to be located remotely. This position will require 10% travel as defined by the business (domestic and/ or international

The US Insights & Analytics (I&A) organization engineers the optimal decision environment for the US business by orchestrating, integrating, and synthesizing insights and analytics across therapeutic areas, functions, and the enterprise. Enterprise I&A drives enterprise decision environments through integrated executive analytics and portfolio insights that enable the organization to prioritize investments, track performance, and shape strategic direction.

Reporting into the ED, Portfolio & Resource Analytics, the Dir, Enterprise Resource Optimization is accountable for enterprise / cross-portfolio resource optimization recommendations in partnership with Finance across US direct external spend, capability spend, and FTEs. This team will partner closely with the Analytics, Capabilities & Modeling CoE, for IPMM and other modeling inputs into integrated resource recommendations including external benchmarks, financial ratios, structural comparisons, etc.

Serving as a strategic partner for USLT and in close partnership with Finance this role is accountable for ensuring US investments are being used optimally to deliver both short-term and long-term performance

About the Role

Key Responsibilities:

- Enterprise investment recommendation scope across the US portfolio, covering direct spend, capability spend, and HQ and field FTEs.
- Primary I&A interface with Finance for investment optimization and resourcing guidance, and a key partner to SPT Strategy and to USLT forums.
- Sets the enterprise standards for how resource optimization guidance is produced, framed, and communicated; TA- and function-level application is executed by the respective I&A pillars.
- Two-in-a-box relationship with modeling leadership in the Analytics, Capabilities & Modeling CoE, ensuring consultation and modeling operate as one capability from the stakeholder’s perspective
- Enterprise RO team focuses on the field investment envelope and FTE-level optimization in close partnership with I&A Field GTM & Deployment team who is accountable for Field sizing, deployment, & capacity planning
- Leads a small US team of Associate Directors and extended team members in HYD

Novartis seeks an individual with extensive experience in the pharmaceutical or healthcare industry who combines quantitative fluency with genuine strategic consulting capability. The successful candidate will be able to interrogate an optimization model without needing to build it, recognize where its assumptions break down, and convert its output into an investment recommendation that a CFO or business leader can act on. Management consulting or comparable strategic advisory experience is highly relevant to this role.

Required experience

- Minimum 8+ years of experience in resource allocation, investment optimization, commercial analytics, strategic finance, or management consulting within the pharmaceutical or healthcare industry
- Bachelor’s degree in Business Administration, Economics, Finance, Engineering, or a related field; an MBA or advanced degree is preferred
- Demonstrated experience translating quantitative model output into strategic recommendations for senior business and finance audiences
- Working knowledge of marketing mix, promotion response, and investment optimization methodologies sufficient to interrogate assumptions, methodology, and limitations
- Experience with external benchmarking and the use of financial ratios and analogs to inform resourcing and investment guidance
- Experience partnering directly with Finance on budget, investment, or headcount planning
- People management experience, including developing associates and working through globally distributed delivery models
- Excellent verbal and written communication skills, with the ability to present investment recommendations persuasively to senior leadership
- Ability to influence without authority and to operate effectively in a two-in-a-box model

- Proficiency with Excel and data visualization tools (e.g., Power BI, Tableau, or similar)

Desirable Requirements:

- Experience in top-tier management consulting or strategic in-house roles, with expertise in portfolio investment prioritization, launch planning, resource allocation, and optimization across promotional, capability, capital, and workforce investments within complex organizations.
- Experience navigating large-scale organizational transformations and operating model redesigns, with knowledge of the U.S. pharmaceutical commercial and analytics ecosystem, AI-enabled decision-making, offshore analytics partnerships, and strong change management and stakeholder communication capabilities

Novartis Compensation Summary:

The salary for this position is expected to range between $185,500.00 and $344,500.00

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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General Management
Место
США
Состояние
New Jersey
Сайт
East Hanover
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
Маркетинг
Job Type
Full time
Employment Type
Regular
Shift Work
No

Job ID
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