

## Director, PSL, Established Medicines Portfolio

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REQ-10075913  
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### Сводка

The Director, Product Strategy Lead (PSL), Established Medicines Portfolio is responsible for shaping and driving portfolio level strategy to optimize the value, sustainability, and patient impact of a portfolio of 40+ Established Medicines brands in the US under the leadership of the General Manager. This role acts as a strategic thought partner to the General Manager, elevating the role of Established Medicines within the US organization through disciplined lifecycle management, loss of exclusivity (LoE) planning, innovative commercialization approaches, and enterprise transformation initiatives. The role partners closely with Market Access, Insights & Data Science, Finance, BD&L, and other members of the Established Medicines General Management Team. This leader demonstrates enterprise leadership, decisive strategic thinking, and the ability to translate complexity into action, enabling greater quality, speed, agility, and impact for patients, customers, and healthcare systems.

### About the Role

#### Key Responsibilities:

This leader will impact the organization by playing a critical role in the following activities:

#### Portfolio & Lifecycle Strategy

- Elevate Established Medicines as a strategic enterprise portfolio, driving industry-leading lifecycle management and value optimization
- Position Established Medicines as the strategic thought partner for LoE planning across the US portfolio
- Design and lead portfolio-level frameworks and governance to transition assets into the Established Medicines portfolio
- Influence portfolio performance and financial outcomes through strategic prioritization and business case development

#### Innovation & Alternative Commercialization Models

- Evaluate, pilot, and scale alternative commercialization and operating models to maximize value of late-lifecycle assets
- Incubate and develop new, cost-effective capabilities tailored to portfolio needs
- Lead high-impact innovation initiatives across the Established Medicines portfolio and for select products

#### Enterprise Leadership & Transformation

- Lead complex, cross-functional strategic initiatives requiring alignment across multiple senior stakeholders
- Champion the evolution of Established Medicines into an AI-enabled organization, embedding technology into workflows through pilots and best-practice scaling
- Serve as a role model for Novartis' leadership behaviors, fostering curiosity, courage, and inclusive collaboration

#### Essential Requirements:

##### Education (minimum/desirable):

Bachelor's degree required; MBA or advanced degree strongly preferred

##### Required:

- US commercial experience required; Demonstrated, practical use of AI and digital tools in daily workflows
- 8+ years in pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 distinct cross-functional roles
- 2+ years leading integrated product or portfolio strategy requiring global-local alignment
- 4+ years leading complex, cross-functional initiatives in a matrixed organization; Strong customer- and patient-centric mindset
- Strong business acumen, excellent strategic thinking and effective problem solving; Strong executive presence with the ability to influence senior leadership
- Track record of exceptional performance and execution that drives results in a cross-functional matrix through ability to influence without formal authority; Demonstrated ability to operate effectively amid ambiguity and complexity
- Strong business acumen with excellent strategic thinking and problem-solving skills
- Proven track record of exceptional execution and delivery of results; Exceptional executive communication, storytelling, and stakeholder-management skills

#### Desirable Requirements:

- Management consulting experience
- Experience across US market dynamics, product launch, and lifecycle stages, or General Management outside the US

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 \(PDF 30 MB\)](#)

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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  
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Job Type  
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Employment Type  
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Shift Work  
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