NOVARTIS

Executive Director, US Business Strategy Lead

Job ID
REQ-10086126
Авг. 21, 2026
США

Сводка

This position is based in East Hanover, NJ and will not have the ability to be located remotely. Please note that this role would not provide relocation and only local candidates will be considered. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require up to 20% travel.

Reporting into the VP, Head of US Strategy & Execution, this role leads the US Strategic Projects team and is accountable for leading the US Commercial enterprise and functional strategy development, ensuring the US strategic agenda is clearly framed, externally informed, financially grounded, aligned across functions, and translated into executable strategic choices.

The ED, US Business Strategy Lead is responsible for owning the US commercial enterprise strategy development, functional strategy alignment, annual / quarterly strategic planning, market and competitive synthesis, and US LT decision options.

This role will interface closely with senior leadership including US LT, Therapeutic Area and Functional leaders, Strategy & Growth and cross-functional leaders while leading a core team of Strategy Engagement Leads and Associates to provide the strategic framing, market / competitive insight synthesis, US commercial enterprise narrative, functional strategy alignment, and preparation of US LT decision choices.

About the Role

Key Responsibilities:

- Lead development of US Commercial strategic agenda and enterprise narrative, linking market dynamics, portfolio priorities, business performance, customer needs, and enterprise imperatives.
- Frame strategic options and trade-offs for US LT decisions using structured analysis, external benchmarks, scenario thinking, and financial / operational implications.
- Coordinate functional strategy alignment so therapeutic area, platform, enabling function, transformation, and AI choices ladder to enterprise priorities.
- Lead or sponsor selected enterprise strategy projects requiring high-quality problem framing and strategic recommendations.
- Build strategy toolkit, standards, and talent capability across Strategy Engagement Leads, Strategy Associates, and Analysts.
- Partner with Strategy Prioritization & Governance to convert strategic choices into governed portfolio priorities.
- Build reusable standards, templates, and capability for the pillar; coach team members and raise the quality bar for strategy work.

Essential Requirements:

Education (minimum/desirable):

- Required: Bachelor’s degree in a related field
- Preferred: Advanced degree (Master of Science and/or MBA)

Experience:

- 12+ years corporate strategy, commercial strategy, strategy consulting, pharma / healthcare strategy, market access / commercial leadership, or enterprise transformation.
- Strong ability to synthesize ambiguous market, customer, competitive, financial, and operating data into clear strategic choices.
- Executive-level communication, structured problem solving, facilitation, influence without authority, and enterprise judgment.

Desirable Requirements:

- Top-tier strategy consulting, pharma / healthcare strategy, commercial operations, AI / digital, or enterprise transformation experience.
- Experience working with senior leadership teams and translating strategy into measurable execution.

The salary for this position is expected to range between $236,600.00 and $439,400.00 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 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
New Jersey
Сайт
East Hanover
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Functional Area
Маркетинг
Job Type
Full time
Employment Type
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