

# Research Informatics Product Growth Manager x3 (US or Switzerland)

Job ID  
390898BR  
Mai 08, 2024  
USA

## Summary

This position is available in Switzerland or US.

BioMedical Research (BR) is the global pharmaceutical research organization of Novartis. With approximately 6,000 scientists and physicians around the world, our research is focused on discovering innovative new drugs that will change the practice of medicine. We have an open and entrepreneurial culture, encouraging collaboration to make effective therapies.

At BR, our mission is to discover innovative medicines that treat disease and human health. To do that, our scientists need cutting-edge, state-of-the-art computing systems.

With Research Informatics (RX), BR is making a strategic investment into informatics capabilities and is positioning itself to deliver the systems and services that are critical to the future of drug discovery.

## About the Role

The Scientific Data and Products (SDP) group in RX builds and applies excellence in product and data management to continuously improve the impact and value of software and data to NIBR. We deliver intuitive, intentional, and integrated software solutions that create a frictionless user experience.

As an Associate Director Product Growth Manager you flexibly engage to lead diverse active development initiatives in the Product matrix within the context of an existing Product or software application, in leading and coordinating activities across multiple Products, or in creating a new Product or software application. You ensure the initiatives you lead contribute to an intentional, integrated, and capability-based product architecture and continuously increase the value defined by the strategic mandates of our Product Lines to deliver significant impact to drug discovery.

### Key Responsibilities:

You use your knowledge of science and drug discovery as well as your understanding of the RX Product ecosystem and our strategic context to evaluate or invent new solutions across business domains. To do this, you co-lead medium to large matrixed, cross-functional teams consisting of software, data and infrastructure engineers, business analysts, designers, and user supporters and trainers, or you coordinate execution across several existing cross-functional teams.

Specifically:

- You provide strategic context and focus to the teams, facilitate prioritization, and cultivate good team-based decision-making practice.
- You actively and transparently manage, and communicate to, all key business leaders to co-create visions and roadmaps for the initiatives you lead, and you define how we measure their success and value delivery.
- You shape your teams' culture and processes for success by exemplifying excellence in leadership and product management.
- You ensure adherence to security, quality, and regulatory standards and policies, including GxP compliance if applicable.

#### Essential Requirements:

- Domain expertise in a core drug discovery scientific field such as biology, chemistry, computational sciences or core supporting field, with a broad knowledge of drug discovery
- Team leadership experience in an agile environment within a complex enterprise organisation
- Good experience in scientific software product management in a sophisticated matrix environment
- Creativity in identifying, encouraging, and accelerating innovative solutions, including in GxP regulated environments if applicable
- Ability to effect change, manage conflict, and create consent through direct and indirect influence
- Proficiency in English (written & oral)

#### You'll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.

<https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Accessibility and 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 in order to perform the essential functions of a position, please send an e-mail to [tas.nacomms@novartis.com](mailto:tas.nacomms@novartis.com) 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.

**Accessibility and Reasonable Accommodations:** Individuals in need of a reasonable accommodation due to a medical condition or disability for any part of the application process, or to perform the essential functions of a position, please let us know the nature of your request, your contact information and the job requisition number in your message:

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- Sandoz: e-mail [reasonable.accommodations@sandoz.com](mailto:reasonable.accommodations@sandoz.com) or call: +1-609-422-4098

The pay range for this position at commencement of employment is expected to be between \$166,400 and \$249,600 per year; however, base pay offered may vary depending on multiple individualized factors, including market location, job-related knowledge, skills, and experience. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position

offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

**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>

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Division

Biomedical Research

Business Unit

Pharma Research

Standort

USA

Site

Cambridge (USA)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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