

# TA Strategy Director, Immunology

Job ID  
REQ-10007772  
Jun 11, 2024  
USA

## Summary

Location: East Hanover, NJ OR Cambridge, MA (Hybrid)  
#LI-Hybrid

This is a site based role, location in the US is East Hanover, NJ OR Cambridge, MA

### Job Purpose

Leader responsible for delivery of strategic business projects for Novartis Group, the CEO and the Executive Committee (ECN)

## About the Role

### Key Responsibilities:

- Develop subject matter expertise in 1-2 key immunology domains
- Coordinate activities of the Immunology Therapeutic Area Leadership group (TAL)
- Builds network of subject matter experts within and outside the NVS organization
- Builds lasting strategic capabilities as part of each project to enable local teams to continue to deliver on project objectives going forward
- Acts as sparring partner for leaders within S&G and other parts of NVS
- Leads and independently owns small portfolio of strategy projects prioritized by the Novartis Group, the CEO and the Executive Committee including scoping, content creation and stakeholder management
- Actively contribute to Global /Unit Strategic Planning process

### What you'll bring to the role:

- Bachelor Degree required. Advanced degree (PhD, MD or other advanced University degree) or equivalent experience in life science/healthcare; MBA or consulting or equivalent experience highly desirable
- At minimum 5+ years of Industry pharma. Experience in Research & Development and/or commercial functions with experience conducting, commissioning, analyzing primary
- In-depth TA knowledge (or track record to acquire required TA expertise effectively and rapidly)
- Highly agile having the capacity to support a number of strategic DAs disease areas within a TA immunology

and multiple programs internal and external, with substantial experience evaluating new product opportunities (through M&A, BD&L and internal re-search programs)

- Experience of strategy development and asset shaping early in lifecycle (any functional perspective). US market experience through brand teams, market access, or consulting.
- Fluency in English required. (spoken and written). Effective and persuasive communicator with strong presentation, communication (both written and verbal), influencing and negotiation skills

Desirable:

- Familiarity with financial modelling and business development a plus.

Travel

- Ability to travel domestically and internationally, to be determined based on business needs

The pay range for this position at commencement of employment is expected to be between \$201,600 to \$302,400 per year; *however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.* 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.

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [novartis-life-handbook.pdf](https://www.novartis.com/about/strategy/people-and-culture)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

**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

Strategy & Growth

Business Unit

Corporate

Location

USA

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Cambridge (USA), USA

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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## **EEO Statement :**

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023, and how we create

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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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