

# Director, US Patient Advocacy (East Hanover, NJ)

Job ID  
REQ-10009867  
Jul 23, 2024  
USA

## Summary

Novartis is hiring four Directors to lead different therapeutic areas in our Patient Advocacy organization including: Immunology, Breast & Hematology, Neuroscience, and RLT / Solid Tumors. Each Director will be responsible for setting strategy and leading collaboration with relevant patient communities to understand unmet needs that inform business strategy, mobilize patients to seek the best care and reduce access barriers.

## About the Role

### Major accountabilities:

- Build trusted, long-term relationships with patient organizations and communities in focused specific disease areas, centered on two-way communications and collaborations to advance shared priorities
- Partner with patient organizations to educate and mobilize patients to seek optimal care and elevate the voice of the patient to inform decisionmakers in the patient treatment journey, including HCPs, policymakers and payers
- Develop and execute integrated patient advocacy strategies aligned to critical business and corporate priorities based on deep understanding of the patient/carer experience and unmet needs
- Ensure patient/carer insights and implications for launch and growth brands are systematically actioned across corporate affairs and with cross-functional partners
- Lead Patient Advocacy TA team, manage and develop talent
- Define priorities for TA grants and sponsorships
- Utilize corporate affairs function analytics and insights framework within scope of work
- Anticipate and manage risk to Novartis and brand reputation; advise business partners and leadership of reputational risk associated with specific activities or strategies
- Monitor and evaluate performance to achieve and maintain best-in-class outcomes, while being fully compliant
- Effectively manage budget and maximize agency ROI

### Role Requirements:

- Success rate in achieving desired business objectives and outcomes for specified therapeutic area
- Leadership and functional alignment of strategies, priorities, and objectives across therapeutic area
- Utilization of OGSM framework planning approach with measurable results and assessment of business impact

- Success rate in identification, management, and resolution of critical issues

### **Minimum Requirements:**

- Bachelor's degree required
- 12+ years of experience in patient advocacy or related discipline with a healthcare and/or pharmaceutical background
- Commercial launch experience
- Development and implementation of integrated plans and projects against business objectives and priorities
- Management of agency partners and budget

### **Desirable Requirements:**

- Leadership presence and ability to influence across diverse set of matrix cross-functional partners and leaders
- Understanding of US policy landscape

**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:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <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.

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$174,400.00 - \$261,600.00 / 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.

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Division

Corporate Affairs

Business Unit

CTS

Location

USA

Site

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

Communications & Public Affairs

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 sustainable value for stakeholders and society. 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 sustainable value for stakeholders and society.

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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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