

# Director, Marketing Strategy - Multiple Sclerosis

Job ID

REQ-10071387

Feb 10, 2026

LOC\_US

## About the Role

### Key Responsibilities:

- Lead the development and execution of a cohesive and integrated brand marketing strategy and campaign grounded in customer insights.
- Identify and recommend priority activities that drive customer (HCP and patient) behavior change and market performance
- Partner with the Executive Director to inform budget and resource requirements for achieving marketing strategies.
- Collaboratively develop lead assets for HCP and patient marketing by working with marketing and cross-functional teams.
- Support field strategy alignment and coordination with Customer Engagement.
- Develop and operationalize creative concepts including content strategy, core claims, and assets, and support their shepherding through MLR.
- Collaborate efficiently and effectively with agency partners, peers, and team members to facilitate achievement of objectives and foster experimentation.
- Drive a curious, inspired, and unbossed culture through collaboration and accountability, influencing and leading complex change.
- Establish benchmarks for success in partnership with IDS and recommend priority activities grounded in analytical results.

### Essential Requirements:

- Bachelor's/undergraduate degree required; MBA in Marketing or a related field preferred
- Minimum of 8 years of experience in commercial Marketing with multi-functional experience in Pharmaceutical or Healthcare or Consumer Packaged goods preferred
- Demonstrated experience in utilizing data, insights, analytics, and behaviors into optimizing marketing performance and outcomes.
- Experience in supporting high performing brands in highly competitive categories within the US; recent launch experience for blockbuster specialty treatments preferred
- Strong cross-functional leadership and ability to collaborate effectively with various stakeholders and teams including General Management, Communications, Legal, Regulatory, Compliance and Global
- Excellent written and oral communication skills with the ability to effectively communicate complex ideas and information to a range of audiences and stakeholders
- Detail-oriented with the ability to manage multiple tasks, priorities and deadlines
- Strong track record of developing talent and building high performing teams
- Understanding of complex brands within a specialty distribution.
- Ability to navigate regulatory, compliance, and legal environments to launch new programs.

### Desirable Requirements:

- Experience in all aspects of marketing across the early product lifecycle (pre-launch and launch) preferred.
- Familiarity with agile approaches to marketing strategy and execution.

### Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500 and \$344,500 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.

## Role Requirements

**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 \(PDF 30 MB\)](#)

Division

DIV\_IU

Business Unit

Marketing

Location

LOC\_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT\_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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