

Director, NPS Field Engagement Strategy-Remote-Multiple Positions

Job ID

REQ-10073513

Mar 18, 2026

LOC_US

About the Role

Responsibilities include but are not limited to:

- Responsible for translating Novartis Patient Support program requirements into effective NPS field associate customer engagements models
- Leads the development and communication of field strategy, field engagement and tactical plans, field capabilities requirements, portfolio program resources training requirements, and competitive information to respective field teams
- Co-owns the annual NPS field business planning cycle for their assigned field team(s) in collaboration with the Therapeutic Area Vice President, field leaders, and NPS program strategy leads
- Responsible for the design & execution of clear and effective external stakeholder communications for respective field teams
- The individual will also work with relevant matrix partners such as the insights and decision science field insights and analytics lead, NPS training department, and CE & Medical field strategy and operation counterparts to ensure optimal go to market NPS field deployment models and training plans aligned to NPS TA business priorities
- In partnership with field associates and cross-functional NPS colleagues, will collect, translate, and communicate field insights to inform and shape both NPS and IPST strategies

Essential Requirements:

- Education: Bachelors degree, MBA a plus
- 10+ years of Pharmaceutical or biotech experience in strategy, marketing, and customer engagement experience required. Therapeutic area experience preferred
- 5+ years of developing field force tactics and effectively deploying to field teams in partnership with field leaders to drive business outcomes
- Experience engaging external medical experts, HCPs, and office administrators required
- Demonstrated fluency in analyzing pharmaceutical data to generate insights in service of developing strategy and business plans required.
- Knowledge of Patient Support Services as well as Access and Reimbursement data sets preferred
- Strong communication skills and demonstrated executive presence required

- Ability to perform in cross functional role and handle multiple tasks

- Exceptional organizational, project management and time management skills

Desirable Requirements:

- Self-Starter and must possess leadership capabilities

Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 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.

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

Remote

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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