

# Director, CRM Portfolio Management

Job ID

REQ-10074367

Apr 13, 2026

LOC\_US

## About the Role

### Key Responsibilities:

- Define and maintain the integrated CRM portfolio strategy and roadmap aligned to business priorities
- Lead portfolio resource allocation, capacity planning, and financial coordination (budgeting, forecasting, and investment planning) with Finance and budget owners.
- Establish and run portfolio governance (decision rights, funding thresholds, steering forums), enabling timely, value-based prioritization and tradeoff decisions.
- Monitor portfolio health, KPIs, and value realization; provide transparent reporting on performance, risks, dependencies, and strategic impact to leadership.
- Partner across IDS pillars, Product Strategy, Product Management, IT, and CRM Labs to integrate the innovation pipeline and align stakeholders on priorities.

### Essential Requirements:

- Education: Bachelor's degree in Business, Finance, Strategy or related field.
- Minimum 7+ years of experience in portfolio management, consulting, strategic planning, or related leadership roles; experience in pharma/healthcare/technology preferred.
- Proven ability to manage large-scale investment portfolios, resource allocation, and capacity planning in complex, matrixed organizations.
- Strong financial acumen, including budgeting/forecasting, ROI analysis, and business case development in partnership with Finance.
- Experience establishing portfolio governance and executive decision forums, with demonstrated ability to manage risks, dependencies, and strategic tradeoffs.

### Desirable Requirements:

- Master's/MBA or portfolio management certification preferred)
- Knowledge of the pharmaceutical industry, including commercial strategy and investment cycles (highly desirable)

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

General Management

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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