

Executive Director, Portfolio & Product Strategy Theranostics

Job ID

REQ-10074613

Apr 08, 2026

LOC_US

About the Role

Key Responsibilities:

- Perform strategic assessments of select competitor activities, including market situation analysis, strategic forecasting, strategic and operational benchmarking, articulation of implications and drive development of a cross-functional competitive response plan in legal and compliant manner.
- Monitor/benchmark strategic plans and key developments of competitors to provide early warning for potential threats and opportunities for successful implementation of prioritized critical initiatives and tactical plans.
- Proactive surveillance of core Disease Area healthcare & macroeconomic environment including policy, regulatory, health technology to identify threats and opportunities relevant to planning initiatives in the US and identify business critical trends in advance to drive portfolio growth in the future.
- Drive the design and execution of competitive planning initiatives (competitive simulations) for key products subject to significant competitive events. Ensure the effective implementation and integrity of all competitive and business intelligence activities such as primary research, and other appropriate intelligence gathering and analysis projects through timely and appropriate coordination with team members and external vendors.
- Lead strategic planning for lifecycle management (LCM) across the Therapeutic Area portfolio with focus on maximizing the long-term value of our assets
- Work closely with cross-functional teams including Medical Affairs, Development, Strategy & Growth, Novartis Technical Operations, Regulatory, Finance, Supply Chain, Trade and Market Access to ensure realization of LCM priorities. Proactively address/manage risks and issue escalation. Ensure close coordination with peers and key matrix partners, on forecasts and cost projections and appropriate coordination with team members, and external vendors
- Liaison with key cross-functional partners such as Market Access, Medical, BD&L, M&A, Biomedical Research, Development and S&G teams to develop US go/no-go position and critical success factors on pipeline assets
- Inform commercial implications to early asset development plans, as well as drive development of US-centric commercialization strategy for assets in later stages (pre-FDP) to inform strategic product profile development and ensure transition to established IPSTs as appropriate.
- Strong relationship with International TA to ensure that commonalities can be maximized, and differences can be elevated for appropriate discussion.
- Develop center of excellence capabilities within the team

Essential Requirements:

Education (minimum/desirable):

Bachelor's Degree is required in relevant area, MBA or advanced degree preferred

Required:

- Minimum 10 years of commercial experience with multiple functional experience (ideally including new products/ pipeline/ lifecycle management) in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience
- Recent US Market experience with launch and various product lifecycle stages
- Experience partnering with Medical Affairs and Development to inform strategic choices
- Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative

problem-solving skills and industry knowledge.

- Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.
- Ability to be a leader and proactive custodian for consistent competitive readiness excellence

Desirable Requirements:

- Experience in multiple therapeutic areas preferred
- Experience with Insights & Analytics and/or Market Access a plus
- Ability to influence, communicate effectively and engage confidently with senior level leaders, including ECN, USLT and SVP
- Able to work in a highly complex, ambiguous and dynamic environment with high visibility and tight timelines

Novartis Compensation Summary:

The salary for this position is expected to range between \$236,600.00 and \$439,400.00 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.

To learn more about the culture, rewards and benefits we offer our people click [here](#).

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_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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