

# Director, Order Management and Analytics

Job ID

REQ-10077070

May 27, 2026

LOC\_US

## About the Role

### Key Responsibilities

- Lead and develop a high-performing team focused on analytics, process improvement, and operational excellence in channel inventory management.
- Drive adoption of advanced analytics and artificial intelligence tools to enhance decision-making and productivity.
- Proactively analyze channel data to forecast trends, identify risks, and resolve potential inventory issues.
- Design and execute response plans for supply disruptions and distribution strategy changes.
- Build and maintain strong partnerships with wholesalers, trading partners, and cross-functional internal stakeholders.
- Collaborate with Finance to optimize inventory levels and improve forecasting accuracy and financial outcomes.
- Lead strategic development of trade agreements and support negotiations to ensure effective distribution and partnership outcomes.

### Essential Requirements

- Bachelor's degree required; Master of Business Administration or equivalent advanced degree preferred.
- Minimum of eight years of relevant experience, with ten years preferred, across operations, finance, or related functions.
- Proven experience leading teams and influencing both internal and external stakeholders at senior levels.
- Demonstrated ability to drive innovation, implement new tools, and lead change in complex environments.
- Strong analytical and strategic thinking skills, with experience managing complex operational and commercial challenges.
- Excellent collaboration, communication, and influencing skills across cross-functional and external partner environments.

### Desirable Requirements

- Experience in the pharmaceutical or healthcare industry preferred.

### Benefits & Rewards

The salary for this position is expected to range between \$176,400 and \$327,600 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.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

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>

## Role Requirements

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**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Division

DIV\_FI

Business Unit

Marketing

Location

LOC\_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT\_TO

Job Type

Full time

Employment Type

Regular

Shift Work

No

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