

Director, Portfolio & Product Strategy, NS

Job ID

REQ-10078103

Jun 22, 2026

LOC_US

About the Role

Key Responsibilities:

Partnering with the TA Head, GMs and ED, Portfolio and Pipeline Strategy role to build forward looking competitive readiness plans (strategy, tactical and scenario planning) that are rooted in understanding of the external competitive environment in close collaboration with IDS (built on CI team deliverables), and our internal product/portfolio strategies. This role ensures our product/portfolio teams are in a constant state of readiness to anticipate and act on external macro-environmental market changes, competitor new launches and other competitor strategies in a legal and compliant manner.

Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to provide input on assets to S&G, Development and BioMedical Research that ensures maximal commercial viability and launch value generation. This will include Life Cycle Management (LCM) planning for new indications, formulations and labels for in-line products as well as Integrated Evidence Plans and LCM Plans for early pipeline assets.

Supporting the TA Head, GMs and/or ED, Portfolio & Pipeline Strategy to help partner with US BD&L and US Market Access to provide country level input for BD&L evaluations in line with the C&BD deal archetype guidance. This will include input such as TPP development, stakeholder research, DC/IMB prep etc.

Support strategic evaluations and initiatives that inform the DA and TA strategies and support TA Head and the ED, Portfolio and Pipeline Strategy with input for TAL (eg. White Papers/Position Papers; what are competitive levers now & future; what are current gaps in portfolio mix; identification of emerging areas of unmet needs, etc.)

Support or lead the transition of late-stage pipeline assets from S&G to US Commercial 6+ months before FDP (timing determined with TAL and IMB), contributing to the preparation of the FDP submission package, including commercial strategy, market shaping activities, representing US Commercial needs at critical forums (GPT) up to transition to a full IPST.

Essential Requirements:

Education:

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

Languages:

Experience:

Required:

- Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).
- Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries
- Experience partnering with Medical Affairs and/or 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 and/or Market Access a plus
- Ability to influence, communicate effectively and engage confidently with leaders one to two levels above
- Able to work in a highly complex, ambiguous and dynamic environment with high visibility and tight timelines

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.

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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