

AD, Precision Medicine Liaison (Southeast)

Job ID

REQ-10077633

Jul 14, 2026

LOC_US

About the Role

Key Responsibilities:

- Translate Precision Health and Medical Affairs priorities into scalable PML field strategies across therapeutic areas.
- Execute diagnostic, prognostic, and monitoring workflow initiatives across assigned healthcare systems. Anticipate downstream clinical, operational, and patient impact of large-scale workflow implementation. Identify care gaps and workflow inefficiencies impacting guideline-concordant testing adoption.
- Facilitate implementation of standardized diagnostic workflows across sites, departments, and service lines within integrated delivery networks (IDNs).
- Enable internal partners' understanding of precision medicine, genomic testing, digital health, and emerging multi-omics trends. Align clinical, laboratory, IT, operational, and financial stakeholders to support system-wide workflow standardization.
- Establish and monitor KPIs to assess PML impact, execution quality, and operational effectiveness. Support reporting processes, including Monthly and Quarterly Business Reviews (MBRs/QBRs).
- Leverage CRM, data, and digital tools to support field execution and governance. Partner with analytics teams to develop dashboards and insights linking diagnostic performance to outcomes, quality metrics, and value-based care initiatives.
- Serve as a Medical representative delivering high-quality, compliant Precision Health education across therapeutic areas. Capture and translate external insights to inform internal strategy and field execution.
- Deliver Medical Affairs–approved education related to diagnostics, genomics, and precision medicine to external professional audiences. Build and maintain credibility as a trusted scientific and workflow partner to healthcare providers and senior health system stakeholders.
- Maintain deep expertise in diagnostic and biomarker methodologies (e.g., PCR, IHC, FISH, NGS), including somatic and germline applications. Apply understanding of diagnostic, prognostic, and monitoring pathways across disease areas and care settings.
- Provide strategic guidance by integrating evolving diagnostic standards, biomarker science, and genomic innovation into scalable workflows. Anticipate future diagnostic and therapeutic integration to support system-wide adoption through stakeholder alignment and data-driven insights.

Essential Requirements:

- Education: Bachelor's degree required; advanced degree (MS or equivalent in a scientific, clinical, or health-related discipline) preferred.
- A minimum of 5 years experience in pharmaceutical, diagnostics, device, or related healthcare fields, including experience in laboratory/diagnostic environments; oncology/hematology experience strongly preferred, with cross-therapeutic exposure a plus.
- Demonstrated experience supporting or implementing diagnostic workflows within complex, multi-site healthcare systems.
- Strong understanding of molecular diagnostics and biomarker science, including genomic testing integration into clinical practice.
- Experience in Precision Health, Medical Affairs, diagnostics, or healthcare system engagement, with ability to operate effectively within complex health systems and engage senior clinical and administrative stakeholders.
- Strong understanding of biomarker science and molecular testing methodologies, with demonstrated clinical and business acumen in precision medicine.

- Demonstrated ability to support system-level change and large-scale workflow implementation through stakeholder engagement.
- Excellent communication, interpersonal, and presentation skills, with strong cross-functional collaboration capabilities in matrixed environments.
- Understanding of digital health solutions, including EMR integration and data-enabled workflows.
- Demonstrates strong data literacy and applies digital and AI-enabled thinking strategically and responsibly to improve decision speed, commercial outcomes, and competitive advantage, while modeling effective AI use across the team, embedding AI tools into workflows, guiding responsible AI practices, and fostering experimentation and continuous learning.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 75% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Novartis Compensation Summary:

The salary for this position is expected to range between \$145,600 and \$270,400 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.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com

For Field Roles with a Dedicated Training Period:

The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

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

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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