

# Director, Data Strategy, Acquisition and Contracting-Oncology

Job ID  
393619BR  
Dec 09, 2024  
USA

## Summary

### About the Role:

This position is accountable for defining the data strategy & acquisition required to support US IM data-related needs. This individual will serve as the internal expert on data sources and solutions with a focus on commercial pharmaceutical industry market data, including prescriptions, claims (medical and Rx), RWE, EMR, diagnostics, Payer, GPO, etc. This work will require collaboration and cross-functional leadership with many stakeholders, including other data teams, IT, Analytics, and commercial teams.

### Location:

This position will be located at the East Hanover, NJ site and will not have the ability to be located remotely. This position will require 5% travel as defined by the business (domestic and/ or international).

## About the Role

### Major accountabilities:

- Spearhead the strategic development and execution of a cohesive, interconnected data strategy spanning various domains such as brands, customer effectiveness, market access, customer experience, marketing, AI, and ML initiatives.
- Collaborate closely with Integrated Insights, Sales & Marketing, data science, customer experience, Patient services, and other relevant teams to identify data opportunities for US brands.
- Craft a roadmap for strategy implementation and overseeing the deployment of data acquisition and data solutions to meet business needs, including leading vendor evaluations to ensure alignment with prioritized data requirements.
- Ensure data integrity by partnering with Data Governance and Data Quality teams to address the specific data validity needs of US operations.
- Serve as an internal authority on US healthcare data and providing expertise on data sources and their application, optimizing the utilization of each data asset.
- Collaborate with key stakeholders across Novartis organizations to maximize the use of data in improving health outcomes and operational efficiencies.
- Oversee the development and application of data solutions to address complex healthcare challenges and drive enhanced patient outcomes and product utilization.
- Establish and monitor performance goals and project timelines aligned with Novartis's strategic objectives.
- Data acquisition and contracting for various brands

- Spearhead the data literacy for Novartis
- Define the strategy, roadmap, and direct the implementation of data acquisition and enablement solutions to address business needs, and lead vendor evaluations with appropriate collaborators to ensure alignment of prioritized data requirements
- Act as the point of accountability for Strategic Data Products for the assigned product franchises
- Ensure appropriate use of each data set

**Education:** Bachelor's degree required. MBA/MS Preferred

**Essential Requirements:**

- Minimum 10 years of data & analytics experience required, with minimum 5 years in healthcare analytics
- 5+ years of data & analytics experience identifying data trends and delivering insights working with a matrixed organization
- Demonstrated experience with US Pharmaceutical data including –Syndicated data vendors (IQVIA, Symphony); Specialty Pharmacy dispense data; Hub data; Distribution data; Finance data.
- Solution and ROI mindset
- Proven ability to manage multiple projects and to be accountable for individual results
- Demonstrated strong skills in oral and written communication. Proven ability to communicate technical topics to non-technical audiences and vice-versa.
- Highly developed consulting and change management skills. Ability to build relationships, collaborate and influence across a multifunctional matrix organization. Demonstrated prioritization, organizational, analytical, and research skills as well as the ability to conceptualize more complex issues and work on complex processes, procedures or solutions

**Desirable Requirements:**

- Demonstrated expertise and knowledge in healthcare data and supporting business analytics needs for oncology therapeutic areas

The pay range for this position at commencement of employment is expected to be between \$201,600 and \$302,400/year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**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>

**EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

**Accessibility & Reasonable Accommodations**

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID  
393619BR

## **Director, Data Strategy, Acquisition and Contracting-Oncology**

[Apply to Job](#)

---

**Source URL:** <https://prod1.id.novartis.com/careers/career-search/job/details/393619br-director-data-strategy-acquisition-and-contracting-oncology>

### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/East-Hanover/Director--Data-Strategy--Acquisition-and-Contracting-Oncology\\_393619BR](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Director--Data-Strategy--Acquisition-and-Contracting-Oncology_393619BR)
6. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/East-Hanover/Director--Data-Strategy--Acquisition-and-Contracting-Oncology\\_393619BR](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Director--Data-Strategy--Acquisition-and-Contracting-Oncology_393619BR)