

# Associate Director Commercial Analytics (Cardiovascular)

Job ID  
REQ-10020463  
Sep 04, 2024  
USA

## Summary

The Associate Director Commercial Analytics (Cardiovascular), embedded within Cardiovascular, will proactively bring insights to the business to support strategic business decisions. The AD, Commercial Analyst (Cardiovascular) will need both franchise knowledge and analytics expertise to support the synthesis of analytics, reporting, and research to provide meaningful insights to franchise management. In addition, the Commercial Analyst will have the data science skills to support ad-hoc requests from franchise managers.

Location: The ideal location for this role is East Hanover, NJ site but remote work may be possible (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. If associate is remote, all home office expenses and any travel/lodging to specific NJ site for periodic live meetings will be at the employee's expense. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require some travel.

## About the Role

### Major accountabilities:

- Analyzing and interpreting data to monitor and providing feedback on brand performance, sales force effectiveness, and portfolio strength; leveraging advanced dashboards to investigate and monitor the drivers of performance
- Hands-on experience analyzing Patient Level Claims Data and other commercial pharma datasets
- Developing and delivering P/L attribution & variance root-cause analysis
- Executing brand opportunities and threats analysis
- Prioritizing analytical workstreams and setting data requirements for insights generation, to align with franchise strategy
- Conducting assessments and synthesizing research of the therapeutic area to insights into a PowerPoint story
- Supports the Integrated Insights Head by synthesizing analytics, reporting, and research to deliver insights to franchise management
- Communicates business critical information to the Integrated Insights Head
- Provides creative solutions to complex issues
- Partners with business teams in goal-setting, strategy development, and performance measurement
- Leads critical, analytical workstreams with minimal guidance, which incorporates collaborative partnership with cross-functional colleagues and then generates deliverables to empower business decisions

### Minimum Requirements:

**Education:**

- BS in STEM major ( Science, Technology, Engineering, and Mathematics ).

**Work Experience:**

- 5 years of experience working on analytical projects required
- 3 year of Life Sciences / Healthcare experience required
- Demonstrated experience analyzing complex situations and processes and effectively integrating and synthesizing the data to form a complete cohesive picture and actionable insights
- Comfort with telling stories with data in PowerPoint
- Proven self-starter with high standards of excellence and an innovative mind
- Strong interpersonal, communication and analytical skills
- Project management experience and ability to manage multiple projects and consistently meet deadlines
- Excels at interacting with a diverse group of people, all levels of management, including senior leadership
- Solid understanding of database structures, data wrangling, cleansing, and manipulation in Excel, SQL, Snowflake, Dataiku

The pay range for this position at commencement of employment is expected to be between \$144,000.00 and \$216,000.00 per 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?  
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**EEO Statement:**

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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

Site

Distant Employee - Distant Working Arrangement (DWA) (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover, USA

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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