

ED, Product Strategy Lead - Renal

Job ID
REQ-10026304
Oct 18, 2024
USA

Summary

The Executive Director, Product Strategy Lead – Renal leads the creation, implementation, orchestration, and measurement of an integrated product strategy and performance management in the US for renal launches and ongoing business management, under the leadership of the General Manager. This individual will be a key contributor laying the blueprint for Novartis to enter and establish category leadership in the Rare Renal Therapeutic Area. This key role consults with Marketing, Sales, Patient Services, Market Access, and Medical about their respective strategies, plans and proposed resourcing.

About the Role

Key Responsibilities:

- Integrate, lead, measure and take action against the integrated product strategy and performance management of the product for launch and ongoing performance vigilance
- Manage the product full P&L in collaboration with functional leads and GM, enabling partner functions to manage day-to-day resources
- Integrate key insights and data in partnership with functional heads to have an adaptive strategy and tactical plan to improve impact with our medicines
- Contribute to the topline results, while partnering closely with functional heads for decision-making and for the integrated cross-functional resource allocation to increase impact
- Establish and coordinate management of key performance metrics across all functions accountable for the integrated product strategy
- Ensure that customer engagement and relationship building are factored into the product's strategic goals and performance metrics to optimize the approach and identify potential areas of risk.
- Contribute to talent development, retention, growth, and culture custodianship
- Collaborate with international teams and other US therapeutic area teams

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 up to 25% travel as defined by the business (domestic and/or international). Please note that this role would not provide relocation and only local candidates will be considered.

What You'll Bring to the Role:

Education: Bachelor's Degree, preferred MBA/advanced degree

Essential Requirements:

- Minimum 10 years' US commercial experience preferably with multiple functional experience (including new products/pipeline/lifecycle management) in a pharmaceutical, biotech, healthcare, or consulting

environment, inclusive of at least 2 different types of cross-functional roles/experience. Cross-functional roles/experience means working in different full-time roles for at least 1 year each and can include experiences in Marketing, Market Access, Sales, Patient Services, Commercial Acceleration, etc.

- 3+ years of direct responsibility for large budget management inclusive of owning key product trade-off decisions
- 3+ years leading and translating an integrated product strategy requiring global and local alignment
- US Market, launch and product lifecycle stages experience
- Passion for transformational enterprise leadership and decisive strategy in service of delivering higher impact for patients, customers, healthcare systems with higher quality, speed, and agility.

Desirable Requirements:

- Renal therapeutic area experience
- General Manager experience in other countries

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

The pay range for this position at commencement of employment is expected to be between \$257,600 and \$386,400/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 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

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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