

ED, Medical Insights and Analytics

Job ID
REQ-10043975
May 30, 2025
USA

Summary

Location: East Hanover

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision-making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the VP, Head, Enterprise & Pipeline In-sights & Analytics, this role is critical in leveraging data-driven insights to shape Medical Affairs strategy, ensuring scientific engagement is tailored, evidence-based, and aligned with evolving HCP and KOL needs.

The ED, Medical Insights and Analytics plays a pivotal role in transforming Marketing strategies by bridging insights and capabilities from IDS with business needs. As a visionary leader, the ED, Medical In-sights and Analytics collaborates closely with the leadership of their respective functions to refine analyses and sharpen strategic recommendations, ensuring alignment with organizational goals. This role will work with other members of IDS fostering a culture of innovation and thought leadership, challenging established norms and driving excellence in product strategy. Acting as a central point of contact, this role facilitates seamless connectivity and collaboration across IDS functions, integrating and synthesizing in-sights to create robust action plans and strategic recommendations for functions.

Novartis is seeking an experienced and dynamic leader to drive patient finding initiatives, leveraging data analytics and insights to identify underdiagnosed or untreated patient populations. The ideal candidate will possess a deep understanding of the pharmaceutical landscape, with expertise in applying advanced methodologies from varied data sources to uncover patient growth opportunities and optimize treatment strategies. This role requires a leader who excels in fostering collaboration across cross-functional teams, developing talent, and cultivating a culture of innovation.

About the Role

Key Responsibilities:

- Develop and lead a team of experts that act as the "go to" resource for medical analytics requests in the organization
- Guide the medical headquarters team to streamline processes by incorporating robust feedback through machine learning operations to continuously refine content and strategies
- Serve as POC to direct and connect the Medical leadership and teams with the relevant IDS capabilities
- Synthesize and align insights from medical functions to enable smarter, data-driven decisions that

address medical team challenges and opportunities

- Elevate decision making across functions by delivering integrated insights for medical teams
- Collaborate with the leadership for each function to further refine analyses & sharpen insights / recommendations
- Understand the key business problems and identify and activate teams with the right capabilities within IDS to address them based on related analytical needs
- Drive prioritization of the IDS efforts, in collaboration with IDS leadership for the medical function, ensuring focus on high-impact opportunities based on inbound requests
- Facilitate connectivity across teams to ensure more integrated insights are generated that elevate creation and implementation of targeted content strategies for customer outreach, ensuring alignment with evolving priorities and market needs
- Upskill and mentor the members of the IDS medical team, owning their professional growth and development
- Support prioritization of IDS efforts for a given function across the many inbound requests
- Ensure strong collaboration and alignment across IDS functions
- Shape workplan and deploy resources to generate analyses, incorporating into an integrated narrative

What You'll Bring to the Role:

Education: A Bachelor's Degree in Life Sciences, Data Science, Business Administration or a related field; an MBA or advanced degree is strongly preferred

Essential Requirements:

- 10+ years of experience in the pharmaceutical or healthcare industry, with a strong focus on analytics & insights, scientific engagement strategy, and evidence generation to support data-driven decision-making
- 5+ years of domain expertise in these areas are highly desired: marketing, secondary data analytics, data science, primary market research, field analytics and insights, medical affairs, or other related strategic analytics and management consulting
- 5+ years of people management experience. Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business challenges and shaping organizational strategy particularly in therapeutic areas
- Strong understanding of medical strategy, scientific exchange, and real-world evidence (RWE) generation in a pharmaceutical or biotech setting
- Strong analytical background, strategic thinking and problem-solving skills, with the ability to analyze complex and dynamic data sets into actionable insights and aligning them with business priorities to drive impactful results
- Excellent communication skills, capable of effectively collaborating with leadership across NVS and IDS functions to translate strategic objectives into the right data sources and analysis and present complex

insights effectively to diverse audiences

- Experience in leading cross-functional and matrixed teams, with demonstrated ability to maintain flexible collaboration with diverse teams including internal IPST/TA teams and external partners to meet strategic objectives
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$214,900.00 and \$399,100.00/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, 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:
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