

# Director, Portfolio & Pipeline Strategy

Job ID  
REQ-10055494  
Jul 02, 2025  
USA

## Summary

#LI-Hybrid

Novartis has an incredible opportunity for a talented individual to join our team as a Director Portfolio and Pipeline Strategy. As the Director, Portfolio and Pipeline Strategy, you will support the TA Head, GM and the ED, Portfolio & Pipeline Strategy by working cross-functionally to build the foundation for sustainable and profitable growth over the 10+ year horizon, in line with the enterprise operating model.

This position is based in East Hanover, NJ and will not have the ability to be located remotely. Please note that this role would not provide relocation and only local candidates will be considered. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require up to 20% travel.

## About the Role

### Major accountabilities:

Based on cross-functional alignment of key competitors/competitor activities outlined by the CI function, perform strategic assessments of select competitor activities, including market situation analysis, inputs into brand/portfolio forecasting impact, strategic and operational benchmarking, articulation of implications and drive development of a cross-functional competitive response plan in legal and compliant manner. All in close partnership with IDS.

- Monitor/benchmark strategic plans in context of developments of competitors to provide early warning for potential threats and opportunities for successful implementation of prioritized critical initiatives and tactical plans
- Proactive surveillance of core Disease Area healthcare & macroeconomic environment including policy, regulatory, health technology to identify threats and opportunities relevant to planning initiatives in the US, and identify critical business trends in advance to drive portfolio growth in the future.
- In collaboration with the CI team, drive the design and execution of competitive planning initiatives (competitive simulations) for key products subject to significant competitive events. Ensure the effective implementation and integrity of all competitive and business intelligence activities such as primary research, and other appropriate intelligence gathering and analysis projects through timely and appropriate coordination with team members and external vendors.
- Lead strategic planning for lifecycle management (LCM) across the Therapeutic Area portfolio with focus on maximizing the long-term value of our assets
- Work closely with cross-functional teams including Medical Affairs, Global Drug Development, Strategy & Growth, Novartis Technical Operations, Regulatory, Finance, IDS, Supply Chain, Trade and Market

Access to ensure realization of LCM, Competitive Readiness & Pipeline Strategy priorities. Proactively address/manage risks and issue escalation. Ensure close coordination with peers and key matrix partners, on forecasts and cost projections and appropriate coordination with team members, and external vendors

- Liaison with key cross-functional partners such as IDS, Market Access, Medical, BD&L, M&A, Biomedical Research, Development and S&G teams to develop US go/no-go position and critical success factors on pipeline assets
- Drive development of US-centric commercialization strategy for assets in later stages (pre-FDP) to inform strategic product profile development and lead post-transition strategic inputs into pro-gram until transitioned to established IPSTs as appropriate.
- Develop center of excellence capabilities within the team

#### **Essential Requirements:**

- Education: Bachelor's Degree is required in relevant area, MBA or advanced degree preferred
- Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).
- Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries
- Experience partnering with Medical Affairs and/or Development to inform strategic choices
- Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative problem-solving skills and industry knowledge.
- Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.
- Ability to be a leader and proactive custodian for consistent competitive readiness excellence

#### **Desirable Requirements:**

- Experience in multiple therapeutic areas preferred
- Experience with and/or Market Access a plus
- Ability to influence, communicate effectively and engage confidently with leaders one to two levels above

#### **Novartis Compensation Summary:**

The salary for this position is expected to range between \$185,500 and \$344,500 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.

**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. 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.

#### **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

Universal Hierarchy Node

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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