

# Executive Director, Head of Medical Partnerships

Job ID

REQ-10056277

Jun 30, 2025

USA

## Summary

**Location:** Remote (Field non-Sales): This position can be based remotely in US. Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

## About the Role

The Head of Medical Partnerships will spearhead the development, execution, and management of high-impact medical partnerships, sponsorships, and prevention programs across medical TA units. This role requires a strategic thinker with a proven track record in partnership development and a keen understanding of the pharmaceutical or healthcare landscape. The successful candidate will ensure that each partnership aligns with the company's strategic objectives and delivers measurable results.

## Major Accountabilities:

### What you'll bring to the role:

- **Strategic Partnership Development:** Identify and evaluate potential strategic partners that align with the company's growth objectives and values. Conduct thorough due diligence to assess the suitability and alignment of partnership goals.
- **Partnership Agreements:** Craft and negotiate partnership agreements that ensure mutual benefit and align with the company's strategic needs.
- **Consumer Experience Leadership:** Oversee the consumer journey at all touch points of each partnership to ensure a seamless and engaging experience, to include insight and behavioral strategy development.
- **Prevention programs:** Lead medical prevention efforts to develop cohesive and impactful educational campaigns across various medical TAs via appropriate channels.
- **Stakeholder Collaboration:** Collaborate with internal teams (e.g., marketing, product development, sales) to align partnership activities with overall business strategies.
- **Performance Evaluation:** Regularly review partnership performance against agreed objectives and make data-driven decisions to enhance the partnership portfolio.
- **Relationship Management:** Foster strong relationships with partners, maintaining open lines of communication and resolving any conflicts that arise.
- **Community Building:** Build and manage a community of supply chain owners within the industry to ensure consistency of approach and scope opportunities for wider business development.

- 8+ years in pharmaceutical, biotech, healthcare, healthcare consulting or medical practice focused on primary care or prevention
- 2+ years in project management and translation of strategy into execution
- 2+ years leading complex projects requiring global and local alignment
- Proven experience in partnership development and management, preferably in the pharmaceutical or healthcare industry.
- Strong understanding of the medical landscape and ability to recognize opportunities for collaboration.
- Excellent negotiation and interpersonal skills.
- Strategic vision and ability to align partnership activities with the company's growth objectives.
- Strong analytical skills to evaluate partnership performance and make data-driven decisions.
- Experience leading integrated agency teams and collaborating with legal and medical review committees.
- Expertise in managing the consumer journey, agency partners, scopes, and budgets.
- Demonstrated leadership skills in managing teams and collaborating with peers.

### **Education:**

- MD, PhD Pharm D, or equivalent required.
- Preferred MD, Board Certified or board eligible in either Cardiovascular or Oncology, or relevant Medical Specialty.

The pay range for this position at commencement of employment is expected to be between \$236,600.00 and \$439,000.00 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? <https://www.novartis.com/about/strategy/people-and-culture>

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**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

Field, US

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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