

Director, NPS Field Engagement Strategy-Remote- Multiple Positions

Job ID
REQ-10073513
мар 18, 2026
CША

Сводка

Location: Remote/New Jersey preferred

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). 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.

The NPS (Novartis Patient Support) Therapeutic Area (TA) Field Engagement Strategy Director will be a critical member of the NPS Field Strategy and Effectiveness leadership team aligned to specific NPS therapeutic area field teams. They will partner closely with the NPS Therapeutic Area Vice Presidents, NPS field leadership, and NPS program strategy leads to build formidable NPS field engagement strategies. The individual will co-own annual field business planning cycle and ensure all program specific needs are translated into highly effective stakeholder engagement plans. This includes development and communication of field deployment strategies, field engagement and tactical plans, field capabilities requirements, portfolio program resources training requirements, and competitive information to respective NPS field teams. This role will partner closely with Customer Engagement and Medical field function strategy leads to enable seamless integration and customer centric engagements. In addition, this role is highly customer focused and involves close collaboration with key matrix cross functional partners to drive customer centric strategies and engagements. Lastly, success will require substantial interactions with field leadership, field-based NPS associates and their customers, and requires strategic thinking, matrix influencing skills, self-starting adaptability and agility.

About the Role

Responsibilities include but are not limited to:

- Responsible for translating Novartis Patient Support program requirements into effective NPS field associate customer engagements models
- Leads the development and communication of field strategy, field engagement and tactical plans, field capabilities requirements, portfolio program resources training requirements, and competitive information to respective field teams
- Co-owns the annual NPS field business planning cycle for their assigned field team(s) in collaboration with the Therapeutic Area Vice President, field leaders, and NPS program strategy leads
- Responsible for the design & execution of clear and effective external stakeholder communications for respective field teams
- The individual will also work with relevant matrix partners such as the insights and decision science field insights and analytics lead, NPS training department, and CE & Medical field strategy and operation counterparts to ensure optimal go to market NPS field deployment models and training plans aligned to NPS TA business priorities
- In partnership with field associates and cross-functional NPS colleagues, will collect, translate, and communicate field insights to inform and shape both NPS and IPST strategies

Essential Requirements:

- Education: Bachelors degree, MBA a plus
- 10+ years of Pharmaceutical or biotech experience in strategy, marketing, and customer engagement experience required. Therapeutic area experience preferred
- 5+ years of developing field force tactics and effectively deploying to field teams in partnership with field leaders to drive business outcomes
- Experience engaging external medical experts, HCPs, and office administrators required
- Demonstrated fluency in analyzing pharmaceutical data to generate insights in service of developing strategy and business plans required.
- Knowledge of Patient Support Services as well as Access and Reimbursement data sets preferred
- Strong communication skills and demonstrated executive presence required

- Ability to perform in cross functional role and handle multiple tasks

- Exceptional organizational, project management and time management skills

Desirable Requirements:

- Self-Starter and must possess leadership capabilities

Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

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 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.

Дивизион

US

Business Unit

Marketing

Место

США

Сайт

Remote

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover, New Jersey, США

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular

Shift Work

No

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