

# Associate Director, Advanced Capabilities Lead

Job ID  
REQ-10077646  
май 08, 2026  
США

## Сводка

#LI-Remote

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. This position will require 10-20% travel as defined by the business (domestic and/ or international).

The AD, Advanced Capabilities Lead will lead Precision Health capability-building across all therapeutic areas with Novartis, aimed to advance the effective adoption of Precision Health laboratory partnership and innovation across the paradigms of care. This individual will develop the strategy to create advanced capability-building related to testing/diagnostics through 3rd party lab partnerships and business development. This capability will develop lab partnerships to enable an effective process for simplified and consistent ordering/reporting at the site of care. This individual will develop and implement programs aligned to CDS and diagnostic workflow and identify strategic areas of impact through collaboration with lab partners. This work will require internal cross-functional partnership and buy-in across decision makers within Novartis, inclusive of proposal alignment, budget allocation and utilization of resources.

## About the Role

### Key Responsibilities:

- Synthesize care gaps related to lab/diagnostic workflow, distill those gaps into solvable problems through solutions that will be used and benefit the site of care
- Lead the selection and onboarding of laboratory partners and projects aligned to Precision Health/TA strategy, including governance & compliance approval
- Build an assessment framework and work with external partners to evaluate options for broader-scale impact to be delivered at the site of care
- Partner with Precision Health Field Leader to ideate and implement novel lab/diagnostic solutions at the site of care
- Partner with Precision Health Disease Area Lead to build a diagnostic/lab strategy aligned to both the therapeutic area and precision health strategy
- Lead, design, pilot, & scale decision-support solution(s) with external partner(s)
- Anticipate innovation in the market and deliver solutions at the site of care to competitively position Novartis as the partner of choice
- Build relationships and partner with C-Suite members and their teams, within Laboratories and Diagnostic companies as a partner of choice

### Essential Requirements:

- **Education:** Bachelor's Degree required, advanced degree preferred
- 4+ years of experience in healthcare / pharma/ diagnostics/ technology
- Prior experience & expertise in project management, alliance management/partnerships, 3rd party data partnerships inclusive of clinical decision support, diagnostic or tech partnership alliance and therapeutic delivery
- Proven track record in meeting objectives aligned to cross-functional partnership and shared priorities across therapeutic areas
- Confident communicator and educator of technical content
- Strong executive presence

### Desirable Requirements:

- People leadership experience to lead teams around common goals and achieving business outcomes
- Strategy and Operations, Training Experience, External Partnership and/or BD&L experience, Customer Solutions/Customer Experience
- 2+ years experience in a laboratory/diagnostic market role

### Novartis Compensation Summary:

The salary for this position is expected to range between \$145,600 and \$270,400 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.

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.

Дивизион

US

Business Unit

Sales

Место

США

Состояние

Remote, US

Сайт

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover, New Jersey, США

Functional Area

Маркетинг

Job Type

Full time

Employment Type

Regular

Shift Work

No

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