NOVARTIS

Director, Commercial Operations, Neuroscience

Job ID
REQ-10081182
Июн. 15, 2026
США

Сводка

The Director, Commercial Operations will contribute to elevating excellence in execution in the US organization by contributing to consistently boosting performance, achieving executional certainty and ensuring operational effectiveness across the GM organization. This will be achieved in close collaboration and at the service of TA Heads, GMs and Functions so that we can fully unleash the potential and power of the US model through simplicity, empowerment, clarity and proper governance.

This role reports operationally to the SVP, Therapeutic Area Head for Neuroscience and functionally to the VP, General Manager, Established Medicines Portfolio & Commercial Operations.
This role engages with all levels of the organization, identifying areas of operational focus to enable business-critical change. The Director, Commercial Operations plays a critical role in the US organization by managing General Management meetings/engagement operations, leading key initiatives, and contributing to develop cross-divisional interconnectivity, also through change management activities.

About the Role

Key Responsibilities:

- Partner with the TA Head, GMs and BEL to manage operations by orchestrating the preparation of all deliverables, prioritizing time commitment and workload
- Ensure readiness for key TA engagements, such as ECN meetings, LRRs (Launch Readiness Reviews) and MBRs (Management Business Reviews)
- Support Investor Relations process (e.g. preparation for Quarterly Earnings calls)
- Drive alignment and prioritization of TA activities through TAAF (TA Alignment Forum)
- Lead and manage key initiatives for the General Management organization in collaboration with US Functions related to key business priorities
- Influence decisions and drive alignment between US TA priorities and US enterprise strategy, including alignment with S&G and INT Teams
- Oversee critical initiatives to drive excellence in our culture, operations and ways of working
- Build excellence in day-to-day meeting operations, processes and outcomes

Essential Requirements:

Education (minimum/desirable):

Bachelor's Degree required, Master’s Degree preferred

Experience:

- 7+ years combined experience in pharmaceutical, biotech, healthcare, or healthcare consulting industry, inclusive of at least 2 different types of cross-functional roles/experiences
- 4+ years leading complex projects requiring cross-functional alignment
- 2+ years functional experience in the US, Commercial preferred
- Strong business acumen, excellent strategic thinking and effective problem solving
- Track record of exceptional performance and execution that drives results in a cross-functional matrix
- Proven self-starter with high standards of excellence, an innovative mindset and the ability to consistently meet deadlines
- Excellent interpersonal and communication skills, with demonstrated ability to collaborate, operate and influence the organization
- Outstanding ability to deal with ambiguity/uncertainty;Strong executive presence and ability to interact with senior Leadership; Curiosity, excellent listening skills and ability to challenge current thinking; Strong customer-focus mindset; Excellent PowerPoint skills

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.

To learn more about the culture, rewards and benefits we offer our people click here.

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.

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Состояние
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Сайт
East Hanover
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Cambridge (USA), Massachusetts, США
Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No

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