

# Associate Director, Enterprise/System Execution

Job ID  
REQ-10082019  
Июн. 25, 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). The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require 10% travel.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

The Associate Director, Enterprise / System Execution is responsible for ensuring the forward-looking design, alignment, and execution of Customer Engagement initiatives across Therapeutic Areas (TA), with a focus on work that spans beyond individual TA ownership. This role operates at the system level, enabling a coordinated and scalable approach to execution across the enterprise. By proactively aligning priorities, workflows, and execution mechanics, the Associate Director ensures initiatives are delivered in a consistent, future-ready manner—minimizing fragmentation and improving overall effectiveness. This position owns cross-TA execution domains, including enterprise accounts, Integrated Delivery Networks (IDNs), and complex escalations that require a unified, enterprise-level approach.

## About the Role

### Key Responsibilities:

- Own execution planning and alignment for initiatives that span multiple Therapeutic Areas or do not sit within a single TA.
- Coordinate execution across enterprise and system accounts (e.g., IDNs), ensuring consistent prioritization and engagement approach.
- Serve as the primary owner for enterprise-level execution challenges and escalations that fall outside TA boundaries.
- Ensure execution plans are forward-looking, anticipating future needs rather than reacting to current issues.
- Shape cross-TA initiatives upstream, ensuring sequencing, readiness, and dependencies are clearly defined before execution.
- Identify emerging system-level risks and misalignments and proactively drive resolution.
- Align stakeholders across Therapeutic Areas and functions to ensure enterprise-level consistency.
- Resolve conflicts in priorities, timing, or execution expectations across TA boundaries.
- Own resolution of complex cross-TA execution issues requiring enterprise-level coordination.
- Drive structured issue management, ensuring clarity of ownership and follow-through.

### Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 6+ years' of experience in field operations, enterprise execution, or program delivery roles.
- Proven ability to operate across multiple stakeholder groups and organizational boundaries.
- Strong systems thinking with the ability to align priorities, dependencies, and outcomes across portfolios.
- Excellent communication and stakeholder alignment skills.

### Desirable Requirements:

- Experience working with enterprise accounts or Integrated Delivery Networks (IDNs).
- Familiarity with operating model transformation or large-scale execution initiatives.

### 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.

### 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.

Дивизион

US

Business Unit

General Management

Место

США

Состояние

Remote, US

Сайт

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular

Shift Work

No

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