

Director Competitive Readiness, Portfolio & Pipeline Strategy

Job ID
REQ-10083397
июл 27, 2026
США

Сводка

Novartis offers an exciting opportunity for a talented individual to join the US General management function as part of the US Portfolio and Pipeline Strategy team. As Director, Competitive Readiness- Portfolio and Pipeline Strategy, this individual will lead competitive readiness strategy and execution planning for the Oncology therapeutic area. Working cross-functionally, the Director will establish competitive preparedness for the Oncology portfolio to enable sustainable, profitable growth over a 10+ year horizon, aligned with the enterprise operating model. This position is based in East Hanover, NJ and will not have the ability to be located remotely. Please note that this role would not provide relocation and only local candidates will be considered. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require up to 20% travel.

About the Role

Key Responsibilities:

Based on cross-functional alignment around key competitors and competitive activities identified by the Competitive Intelligence function, conduct strategic assessments of selected competitor actions. This includes analyzing market dynamics, assessing potential brand and portfolio forecast implications, benchmarking strategic and operational approaches, articulating business implications, and driving the development of legally compliant, cross-functional competitive response plans in alignment with Oncology general management.

- o Monitor and benchmark strategic plans against competitor developments to provide early warning of potential threats and opportunities, supporting successful execution of prioritized initiatives and tactical plans.
- o Proactively monitor the core disease area, healthcare landscape, and macroeconomic environment—including policy, regulatory, and health technology developments—to identify US-relevant threats, opportunities, and emerging business trends that can inform planning and drive future portfolio growth.
- o In collaboration with the Competitive Intelligence team, lead the design and execution of competitive planning initiatives, including competitive simulations for key products facing significant competitive events. Ensure the effective, compliant, and timely execution of competitive and business intelligence activities, including primary research, intelligence gathering, analysis projects, and coordination with internal teams and external vendors.
- o Develop and strengthen center-of-excellence capabilities within the team.

Essential Requirements:

- o Education: Bachelor's Degree is required in relevant area, MBA or advanced degree preferred
- o Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).
- o Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries
- o Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative problem-solving skills and industry knowledge.
- o Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.
- o Ability to be a leader and proactive custodian for consistent competitive readiness excellence

Desirable Requirements:

- Experience in multiple therapeutic areas preferred
- o Experience with and/or Market Access a plus
- o Ability to influence, communicate effectively and engage confidently with leaders at one to two levels above

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:

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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

General Management

Место

США

Состояние

New Jersey

Сайт

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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