

Director, Content Strategy & Training

Job ID
REQ-10086703
авг 27, 2026
CША

Сводка

#LI-Remote

This role is primarily responsible for development and execution of MSL training to support customer engagement and ensure scientific excellence and therapeutic competency for customer-facing roles. Also responsible for providing strategic input into the development of the external-facing content plan for US Field Medical. This is a field-based and remote opportunity. The candidate can sit anywhere in the US and will require up to 25% travel.

Novartis is unable to offer relocation support for this role.

Company will not sponsor visas for this position.

About the Role

Job Description

Key Responsibilities:

Field Medical Training:

- Develop and implement training plan for FM to support strategy & tactical plans, including scientific narrative/medical value statements, medical patient journey, real world scenarios as well as Novartis data, landscape of disease, implications, FAQs, etc.
- Lead therapeutic onboarding for all new-hire MSLs and provide feedback to Leadership Team and to associates.
- Collaborate with Content Development teams to manage logistics and agendas for preceptorships, immersion meetings, and upskill trainings.
- Provide ongoing coaching to Disease Area, Launch and/or Digital Engagement MSL team(s).
- Identify and lead capabilities building for individual FM teams and pull through broad FM team capabilities.
- Collaborate with Field Medical Excellence (FME) to leverage MSL soft skills, effective scientific engagement, and the art of scientific storytelling in team training.
- Partner with Field Medical Leadership Team (FMLT) to plan and lead debriefs and training sessions at medical congresses where appropriate.
- Lead and facilitate training sessions at internal franchise meetings.
- Conduct MSL field visits, as aligned with FMLT, to evaluate therapeutic training programs and maintain a plan for continuous improvement and enhancement of those programs.
- Leverage technology to enhance training programs and dissemination of information.

Strategic Content Planning

- In collaboration with DSC, identify field team needs and develop impactful disease state and scientific content strategies that differentiate Novartis products, beginning prior to product approval, through product launch and the product life-cycle management.
- Provide input to content creators (Content Development, HEOR, and clinical teams to ensure content supports high quality, compliant scientific discussions of Novartis compounds with customers.
- Following content/tool approval, ensure content/tool availability and communicate clear and compliant content/tool direction/guidance aligned with FM WP to FM associates as appropriate.
- In collaboration with Content Development teams continually identify and initiate innovative ways to simplify and improve MSL tools and content.

Essential Requirements:

- Advanced degree required; doctoral degree preferred
- Minimum 5 years' pharmaceutical/Health Care experience required; field medical experience preferred.
- Must have strong personal integrity and customer focus. Teamwork and cross-functional collaboration/influence is vital.
- Excellent interpersonal communication, presentation, strong personal integrity, teamwork abilities, and customer focus are necessary with demonstrated superior written and verbal communication skills required.
- Demonstrated ability in project management, prioritization, and strong organizational skills.
- Must possess a thorough understanding of the FDA, OIG, HIPAA, and other guidelines relevant to the pharmaceutical industry and to ensure compliance with these external as well as Novartis internal guidelines and standard operating procedures (e.g., Working Practices and Ethics & Compliance guidelines).
- Demonstrated ability to manage projects and to effectively coach, mentor, and communicate with scientific/clinical persons at all skill and knowledge levels.
- Ability to provide constructive feedback, to plan both strategy and implementation, and to work effectively cross-functionally

Desirable Requirements:

- Knowledge of clinical medicine, disease management, and medical research practices preferred. Working knowledge in multiple disease areas across franchise(s) preferred.
- US healthcare business and managed market knowledge preferred.
- Knowledge of Novartis strategic planning processes and organizational interfaces preferred.

Novartis Compensation Summary:

The salary for this position is expected to range between \$204,400 and \$379,600 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.

Дивизион

US

Business Unit

Marketing

Место

США

Состояние

Field, US

Сайт

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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List of links present in page

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- 2. <https://www.novartis.com/about/strategy/people-and-culture>
- 3. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
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- 6. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Non-Sales-USA/Director--Content-Strategy---Training_REQ-10086703-1