NOVARTIS

Director, Field Intelligence Strategy & Governance

Job ID
REQ-10090123
Окт. 27, 2026
США

Сводка

Posting Title:

#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. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require travel per the manager's discretion

Job description summary

The US Insights & Analytics (I&A) organization engineers the optimal decision environment for the US business by orchestrating, integrating, and synthesizing insights and analytics across therapeutic areas, functions, and the enterprise. Enterprise I&A drives enterprise decision environments through integrated executive analytics and portfolio insights that enable the organization to prioritize investments, track performance, and shape strategic direction.

The Director, Field Intelligence Strategy & Governance leads the strategy, governance, prioritization, and continuous evolution of field intelligence capabilities that enable effective field decision making, planning, measurement, and execution support. The Director partners across Insights & Analytics, field functions, and Strategy, Platforms & Technology (SPT) to define, govern, and prioritize the analytics, insights, measurement, workflow, and decision-support requirements re-quired to support an integrated field orchestration ecosystem. The Director serves as the business owner for field intelligence frameworks, analytics requirements, governance processes, capability roadmaps, and reusable enterprise assets that improve alignment, adoption, scalability, and business value realization.

About the Role

Key Responsibilities:

- This role owns field intelligence capability strategy, standards, analytics requirements, measurement frameworks, governance processes, prioritization frameworks, capability roadmaps, and enterprise field intelligence assets.
- The role is accountable for consolidating and prioritizing field-related analytics, insights, measurement, workflow, and decision-support requirements across Insights & Analytics and translating those requirements into an integrated capability roadmap.
- The role serves as the primary Insights & Analytics coordination point with Strategy, Platforms & Technology (SPT) for field intelligence, CRM analytics, field orchestration analytics, and field decision-support requirements.
- The role does not own field strategy, customer engagement strategy, brand strategy, field execution, CRM platforms, field orchestration platforms, product engineering, workflow technologies, or technology delivery.
- The role operates within a globally integrated capability model and shares accountability with HYD counterparts for advancing field intelligence capabilities through common standards, coordinated roadmaps, reusable assets, and shared outcomes.

Essential Requirements:

- Minimum 8+ years of experience in field analytics, commercial analytics, CRM, sales operations, field effectiveness, business strategy, or related disciplines.
- Bachelor's degree required. Advanced degree in Business, Analytics, Data Science, Marketing, Healthcare, Life Sciences, or a related field preferred.
- Experience translating business objectives into scalable analytics, workflow, and technology capabilities.
- Experience establishing governance frameworks, standards, business rules, or measurement methodologies.
- Strong track record partnering with business, analytics, data, and technology organizations.
- Experience leading cross-functional initiatives within complex matrix organizations.
- Experience supporting CRM, field planning, commercial execution, field effectiveness, or field enablement capabilities.
- Experience managing capability roadmaps, backlogs, prioritization processes, or agile delivery partnerships.

Desirable Requirements:

- Experience within pharmaceutical, biotechnology, healthcare, or life sciences organizations.
- Experience supporting CRM, field orchestration, deployment, field effectiveness, commercial capabilities, or customer engagement operations.

Novartis Compensation Summary:

The salary for this position is expected to range between $185,500 and $344,500 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 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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Business Unit
Marketing
Место
США
Состояние
Remote, US
Сайт
Remote Position (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
Маркетинг
Job Type
Full time
Employment Type
Regular
Shift Work
No

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REQ-10090123

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