NOVARTIS

Director, Field TA Insights

Job ID
REQ-10092629
Ноя. 22, 2026
США

Сводка

#LI-Hybrid

The This position will be located at East Hanover, NJ and will not have the ability to be located remotely. This position will require travel as defined by the business (domestic and/ or international).

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. Commercial I&A partners closely with General Management Team, Customer Engagement Team, and Marketing Organization to enable AI powered insights-to-action through combination of analytical rigor, deep business expertise, and proactive thought partnership. Reporting into the ED, Field Insights & Analytics, this role is pivotal in transforming functional area strategies by bridging insights and capabilities from I&A with business needs.

The Director, Field Insights & Analytics collaborates closely with the field team leadership (CE, MAPS, Medical) to refine analyses and sharpen strategic recommendations for their therapeutic area, ensuring alignment with organizational goals.
This role will work with other members of I&A fostering a culture of innovation and thought leadership, challenging established norms and driving excellence in product strategy. This role sup-ports seamless connectivity and collaboration across I&A functions, delivering and integrating insights to create robust action plans and elevate strategic recommendations for field functions under their therapeutic area (TA).

About the Role

Key Responsibilities:

- Synthesize and deliver insights from across I&A to enable Field Teams for their TA to make smarter, data-driven decisions
- Elevate decision making across field functions by delivering integrated insights
- Collaborate with field leadership across their TA to further refine analyses & sharpen insights / recommendations
- Drive intake, quarterly planning, and prioritization of Field I&A efforts for their TA, ensuring focus on high-impact opportunities
- Coordinate between field and non-field stakeholders
- Serve as the primary I&A point of contact for the field teams under their TA and enable broader I&A coordination and access
- Coordinate with the Forecasting and CE Operations teams to make sure appropriate territory level goals for their TA are integrated into the IC process
- Serve as key member of the I&A POD supporting IPSTs
- Implement strong collaboration and alignment practices across I&A functions
- Draft the field analytics workplan and deploy appropriate I&A resources to generate analyses and incorporate into an integrated narrative
- Actively engage with NVS stakeholder functions on the development of the field data strategy by working closely with SPT and other I&A teams to identify and document field data requirements, ensuring seamless integration with business processes and alignment with KPIs

Novartis seeks an experienced, dynamic leader with a proven ability to synthesize and align insights to enable data-driven decision-making that addresses critical business challenges. The ideal candidate will have a deep understanding of therapeutic area strategy and field analytics, with demonstrated success in shaping strategic direction in partnership with senior leaders. Expertise in delivering integrated insights and prioritizing resources to deliver high-impact solutions is essential. This individual will excel at collaborating across cross-functional teams, developing talent, and driving a culture of innovation and thought leadership. A commitment to delivering actionable insights that empower smarter decisions and advance organizational goals is vital to this role.

Essential Requirements:

- **Education:** A bachelor's degree in business administration, Life Sciences, Data Science or a related field; an MBA or advanced degree is strongly preferred
- Minimum 8+ years of experience in the pharmaceutical or healthcare industry, with a strong focus on strategic insights, decision science, and/or analytics
- Deep understanding of therapeutic areas, including business development and launch planning, and early asset strategy.
- 3+ years of domain expertise in these areas are highly desired: secondary data analytics, data science, primary market research, field analytics and insights, market access and patient service analytics, or other related strategic analytics and management consulting
- 3+ years of people management experience. Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business challenges and shaping organizational strategy particularly in therapeutic areas.

- Strong background in integrating insights across diverse data sources and aligning them with business priorities to drive impactful results.
- Excellent communication skills, capable of effectively collaborating with senior leadership and aligning diverse teams around strategic goals.
- Hands-on experience working with senior executives, such as SVPs or equivalent, to refine analyses, sharpen insights, and influence strategic recommendations.
- Experience working in cross-functional and matrixed teams, with demonstrated ability to collaborate across functions such as commercial, R&D, and medical

Novartis Compensation Summary:

The salary for this position is expected to range between $185,500 - $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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