

# Director, Therapeutic Area Strategy, Immunology

Job ID  
REQ-10076236  
apn 27, 2026  
CUSA

## Сводка

Location: Cambridge MA, East Hanover NJ, US or Basel Switzerland. This role will follow a hybrid working model.

If based in Europe, please apply to REQ-10076667

LI-#hybrid

The Novartis Strategy & Growth, Therapeutic Area Strategy team for Immunology is seeking a new TA Strategy Director who will support the creation and update of TA strategy; provide early-phase commercial insights to project teams; guide TA-specific internal pipeline development and external licensing / acquisitions opportunities; and support integrated enterprise alignment across Biomedical Research (BR), Development, Strategy & Growth (S&G), and the Commercial US and International units.

## About the Role

### Key Responsibilities:

- Brings external benchmarking, analysis and insights, and judgment to support the TA Strategy Head in developing Immunology therapeutic area strategy
- Brings both understanding of the pharmaceutical industry and the Immunology to derive insightful and differentiating competitive advantages over our peers
- Provides key commercial insights to the R&D project teams, particularly for early phase programs. This includes creating product forecasts and assessing competitive landscape and portfolio strategic fit.
- Analyses reports and publications to extract key messages, including building product forecasts
- Supports development and delivery of TA-specific strategic external insights to support identification of growth opportunities, emerging competitive challenges and support creation of a third-party view around key strategic levers, and commissions targeted primary research
- Supports strategy and commercial analysis for business development activities
- Actively contribute to Global /Unit Strategic Planning process

### Essential Requirements:

- Bachelor's degree required. Advanced degree (PhD, MD or other advanced University degree) and / or equivalent experience in life science/healthcare; MBA or consulting or equivalent experience highly preferred.
- In-depth TA knowledge (or track record to acquire required TA expertise effectively and rapidly) in Immunology.
- Highly agile having the capacity to support a number of strategic DAs within a TA and multiple programs internal and external
- Substantial experience evaluating new product opportunities (through M&A, BD&L and internal re-search programs).
- At least 5-7 years of Industry pharma and/or medical devices Experience in Research & Development and/or commercial functions with experience conducting, commissioning, analyzing primary research
- Experience of strategy development and asset shaping early in lifecycle (any functional perspective)
- Recent (post 2015) local US in-market experience; local US experience includes working within the US market with the local US customers, US health care systems / systems

### Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 USD 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>

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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](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

Strategy &amp; Growth

Business Unit

Other

Место

США

Состояние

Massachusetts

Сайт

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Alternative Location 1

East Hanover, New Jersey, США

Functional Area

BD&amp;L &amp; Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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