

Head of Enterprise Competitive Intelligence

Job ID

REQ-10044649

Mar 19, 2025

Switzerland

Summary

Location: This role can be based in Basel Switzerland or the US. If you are based in the US, please apply to REQ #10044653. Regular travel (25-30%) to Hyderabad, India required.

LI-#hybrid

The Novartis Strategy & Growth team is seeking a new Head of Enterprise Competitive Intelligence to lead the unit responsible for gathering, assessing, and organizing competitive intelligence (CI) that is timely, relevant, and of high-quality. This information supports our pipeline, portfolio, and overall company strategy. The unit focuses on secondary intelligence aligned with company priorities and requests from various units, including strategy, research, development, commercial, communications, and the Executive Committee of Novartis (ECN). The centralized group, consisting of highly skilled associates, will develop a repository for all competitive intelligence and insights across Novartis, making it accessible as needed.

About the Role

Key Responsibilities:

- Build and lead a unit to gather intelligence and maintain a central and accessible high-quality data repository across competitive intelligence efforts to facilitate information sharing and reduce duplication
- Structure the new centralized Enterprise Competitive Intelligence team to gather, assess, organize, and make accessible competitive intelligence aligned with core business priorities
- Ensure competitive intelligence is timely, relevant, and high-quality to facilitate insights development by strategy, research, development, commercial, communications and other relevant internal teams
- Gather intelligence via secondary research, AI, and attend global conferences (primary research)
- Plan, implement and manage an IT infrastructure of all gathered intelligence and developed insights, ensuring it is accessible, consistent, high-quality, and searchable
- Function as a "librarian" for the broader CI community to facilitate timely access to relevant and high-quality intelligence, including social media listening and sentiment tracking
- Maintain visibility across internal and external CI databases and all vendors engaged within the CI space
- Ensure key customers of competitive intelligence are well served, trust the data quality, and see intelligence as a foundation for developing key insights
- Support other customers of competitive intelligence such as Communications, Investor Relations, and the ECN/CEO office as requested
- Bring in external best practices and disruptive ideas to strengthen the practice of competitive intelligence
- Plan, allocate, and manage the Enterprise Competitive Intelligence budget to meet requirements and achieve fiscal responsibility

- Lead, coach, attract, develop, and retain a high-performing team; develop and implement a people strategy (e.g. manage career progression)

Essential Requirements:

Education (minimum/desirable):

- Advanced degree required. Either MD, PhD in relevant discipline or MBA

Language:

- Excellent oral and written English communication skills. Additional languages are a plus

Experience/ Professional requirement:

- ≥10 years of pharmaceutical/biotech organization experience, including working in a globally matrixed environment
- Past experience in pharmaceutical CI leadership, role in creation of such organization required
- Energy, drive, achievement oriented, high work ethic
- Deep understanding of biopharma landscape: companies, assets and early technologies
- Strong financial and business acumen
- Strong strategic vision, superior leadership, excellent communication, consensus building, well-developed influencing and negotiation skills
- Strong written & verbal communication skills coupled with excellent problem-solving, negotiation and conflict resolution skills
- Collaborative, objective / data driven, senior thought partner
- Experienced people leader; comfortable leading & managing direct and indirect reports in multiple geographies

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Accessibility and accommodation Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to diversity.inclusion_ch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

Corporate

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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