

# Director, Medical Insights & Analytics - (4 roles)

Job ID

REQ-10047068

Apr 02, 2025

USA

## Summary

Location: East Hanover

There are 4 Dir, Medical Insights & Analytics associated with this job posting. The roles are as follows:

Dir, Medical Insights & Analytics, CRM

Dir, Medical Insights & Analytics, Immunology

Dir, Medical Insights & Analytics, Neuroscience

Dir, Medical Insights & Analytics, Oncology

### About the Role:

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision-making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the ED, Medical Insights & Analytics, this role is critical in leveraging data-driven insights to shape Medical Affairs strategy, ensuring scientific engagement is tailored, evidence-based, and aligned with evolving HCP and KOL needs.

The Dir, Medical Insights & Analytics plays a pivotal role in transforming Medical strategies by bridging insights and capabilities from IDS with business and functional needs. The Dir, Medical Insights & Analytics collaborates closely with the ED to conduct analyses and sharpen strategic recommendations, ensuring alignment with organizational goals. This role will partner with other members of IDS, fostering a culture of innovation and thought leadership, challenging established norms, and driving excellence in product strategy. Acting as a central point of contact, this role facilitates seamless connectivity and collaboration across IDS functions, integrating and synthesizing insights to create robust action plans and strategic recommendations for functions.

This position will be located at East Hanover, NJ site and will not have the ability to be located remotely. This position will require 15% travel as defined by the business (domestic and/ or international).

## About the Role

### Key Responsibilities:

- Deliver integrated insights and analytics to support data-driven decision-making for medical teams
- Partner with Medical leadership to understand key business challenges and provide actionable recommendations

- Identify and activate IDS capabilities to address analytical needs, ensuring alignment with medical team priorities
- Collaborate with the medical team leadership to further refine analyses & sharpen insights / recommendations
- Support the prioritization of IDS efforts within therapeutic areas, focusing on high-impact opportunities

### **What You'll Bring to the Role:**

**Education:** Bachelor's degree in Life Sciences, Data Science, Business Administration or a related field; an MBA or advanced degree is strongly preferred

Novartis is seeking an experienced individual to drive patient finding initiatives, leveraging data analytics and insights to identify underdiagnosed or untreated patient populations. The ideal candidate will possess a deep understanding of the pharmaceutical landscape, with expertise in applying advanced methodologies from varied data sources to uncover patient growth opportunities and optimize treatment strategies. This role requires a strong ability to foster collaboration across cross-functional teams and cultivate a culture of innovation.

### **Essential Requirements:**

- Minimum 8 years of experience in the pharmaceutical or healthcare industry, with a strong focus on analytics & insights, scientific engagement strategy, and evidence generation to support data-driven decision-making
- 5+ years of domain expertise in these areas are highly desired: marketing, secondary data analytics, data science, primary market research, field analytics and insights, medical affairs, or other related strategic analytics and management consulting
- Proven track record of enabling data-driven decision-making at an advanced level, including addressing complex business challenges and supporting organizational strategy development
- Strong understanding of medical strategy, scientific exchange, and real-world evidence (RWE) generation in a pharmaceutical or biotech setting
- Strong analytical background, strategic thinking and problem-solving skills, with the ability to analyze complex and dynamic data sets into actionable insights and aligning them with business priorities to drive impactful results
- Excellent communication skills, capable of effectively collaborating with leadership across NVS and IDS functions to translate strategic objectives into the right data sources and analysis and present complex insights effectively to diverse audiences
- Demonstrated ability to maintain flexible collaboration with diverse teams including internal IPST/TA teams and external partners to meet strategic objectives
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$185,500.00 and \$344,500.00/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer

of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we’ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

### **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](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.

Division

US

Business Unit

Universal Hierarchy Node

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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