

# AD, Thought Leader Liaison Renal - South - Remote

Job ID

REQ-10054610

Jun 17, 2025

USA

## Summary

### #LI-Remote

Join Novartis as an Associate Director, Thought Leader Liaison (TLL) and become a key player in our dynamic Marketing team dedicated to driving innovation and excellence in healthcare. In this exciting, customer-facing role, you'll engage and build productive relationships with Thought Leaders (TL), key influencers, and associated organizations within the Renal therapeutic area, gathering/sharing insights and contributing to HCP education delivery and effectiveness. If you're passionate about making a difference and thrive in a collaborative environment, this is the perfect role for you!

**Location:** This position will cover the South territory of Texas, Oklahoma, and Louisiana. The candidate is required to live within the territory's geography (there may be some restrictions based on legal entity). Please note that this role would not provide relocation and only local candidates will be considered.

**Travel:** This role will require up to 80% travel, depending on where the AD, TLL lives in the territory. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

## About the Role

## Key Responsibilities:

- Curate advocacy and support for respective brand(s), the allergy therapeutic area and/or the organization - 1) through personal engagements using approved material; 2) by compliantly coordinating and facilitating engagements/activities between their TLs and their cross-functional partners (e.g. Marketing, Peer education, Medical Affairs, etc.); and 3) by serving as a key point of contact between their TLs and the organization.
- Educate and align TLs to our Strategic Imperatives while being accountable for pulling through brand initiatives with the Thought Leaders. In partnership with the Education Delivery Team and Medical Affairs, the TLL will contribute to HCP education by speaker nomination and readiness given their knowledge and relationships with their TLs.
- Serve as moderator/faculty for educational activities (e.g. Peer Exchange).
- Contribute to the identification and execution of educational activities/opportunities (e.g. Product Theaters). Given their exposure to the TL community, the TLL seeks and gathers observations/insights from their TL and triage them to the appropriate function within the organization to further inform commercial strategy, tactics and decisions.
- Liaise and coordinate national/regional conferences, state society meetings and patient advocacy events

(as appropriate).

- Align across the Novartis organization to coordinate TL interactions and deliver a cohesive customer experience during these events.

## **Essential Requirements:**

- Education: Bachelor's degree in related field
- At least 5 years of experience in Thought Leader/Center of Excellence engagement within the pharmaceutical industry (e.g. Thought Leader Liaison, Account Manager, Medical Science Liaison, regional marketing, medical publications/communications, etc.)
- Ability to travel up to 80% within the assigned territory
- Proven ability to develop productive relationships with physicians and other healthcare professionals
- Ability to develop/implement key strategies as well as lead, motivate, develop, and influence others
- Strong analytical skills and presentation skills with the ability to prioritize, negotiate and problem solve
- Financial/budgetary experience
- Proven ability to work effectively in a matrixed environment

## **Desirable Requirements:**

- Renal therapeutic area experience/expertise
- MBA or advanced degree

## **Benefits and Rewards:**

The salary for this position is expected to range between \$145,600 and \$270,400 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.

The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Driving is an essential function of this role, meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions, if an accommodation can be provided without eliminating the essential function of driving.

**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

Field, US

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Baton Rouge (Louisiana), Louisiana, USA

Alternative Location 2

Dallas (Texas), Texas, USA

Alternative Location 3

Houston (Texas), Texas, USA

Alternative Location 4

Oklahoma City (Oklahoma), Oklahoma, USA

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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