

# Director, IDS Technology Partnerships

Job ID  
REQ-10047117  
May 28, 2025  
USA

## Summary

This position will be located in East Hanover, NJ, and cannot be accessed remotely.

## About the Role

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision making at Novartis by leveraging superior data to identify actionable insights that drive enhanced performance. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the Executive Director of IDS Technology Partnerships, this role is crucial in driving strategic partnerships and vendor management to advance our AI and innovation goals.

This position plays a vital role in identifying and nurturing partnerships with external AI focused vendors and academic institutions, ensuring alignment with our broader IDS goals. Additionally, this role participates in build-buy-partner decisions, identifies external solutions to address Novartis' prioritized use cases, and maximizes the impact of generative AI product development to drive the company's growth and innovation objectives.

## Key Responsibilities:

- Supports the strategic planning and execution of the IDS External tech partner management strategy and related partnerships to design and deploy tools that enable insights and decision science across the US commercial organization
- Partner with members of the Application and Data product management teams to identify business, technology, and data needs to support AI vendor identification
- Identify opportunities to partner with external tech partners to identify and help develop new AI tools to empower new use cases and gain access to new sources of data
- Monitor tech vendor offerings and gather and prioritize internal user requirements and use cases (e.g., host ideation workshops, understand existing pain points) to identify, establish, and nurture strategic partnerships
- Maintain an inventory of potential AI partners, vendors, and service providers, along with coordination with IT organization on their AI technology roadmap
- Work with procurement to negotiate and manage partnership agreements including defining scope, deliverables, timelines, and budgets for vendor engagements
- Define key performance indicators (KPIs) and SLAs to evaluate AI tech partner performance
- Ensure AI tech vendors and vendor offerings meet regulatory, quality, and compliance standards in line with pharmaceutical industry requirements through regular reviews and audits.

## Experience:

Novartis is seeking an individual with extensive experience managing partnerships with external data vendors in the pharmaceutical industry. They should have a proven track record in overseeing a wide range of vendors and managing extensive and ranging stakeholder needs. A commitment to driving continuous improvement in AI solutions, informed by data insights and industry trends, is vital to this role.

**Essential Requirements:**

- A minimum of 8 years of experience in data vendor management in the healthcare industry or other regulated industry.
- Strong negotiation skills with experience in managing high-value contracts and partnership agreements.
- Exceptional ability to build and maintain strong relationships with key stakeholders, vendors, and academic institutions.
- Deep understanding of emerging AI Technology industry and models, including regulatory requirements, market dynamics.
- Ability to develop and execute long-term strategic plans that align with organizational goals and drive innovation.
- Proven track record of leading working with in matrixed organizations on large, cross-functional teams and driving complex projects to successful completion.
- Strong analytical and problem-solving skills, with the ability to interpret complex data and make informed decisions.
- Excellent written and verbal communication skills, with the ability to convey complex concepts to diverse audiences.
- Experience in leading organizational change and fostering a culture of innovation and continuous improvement.

The pay range for this position at commencement of employment is expected to be between: \$192,000.00 and \$312,000.00 a 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>

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