

# Dir, Emerging Data Products (1 of 5)

Job ID  
REQ-10047016  
Apr 16, 2025  
USA

## Summary

This position will be located at the East Hanover, NJ location and will not have the ability to be located remotely.

There are 5 Director, Emerging Data Products positions associated with this job posting. The roles are as follows:

Director, Emerging Data Products - CRM  
Director, Emerging Data Products - IMM  
Director, Emerging Data Products - NS  
Director, Emerging Data Products - ONC  
Director, Emerging Data Products - RLT

## 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. This role is crucial in driving the transformation of patient care by leveraging advanced data analytics and innovative methodologies to uncover opportunities for growth and optimize treatment strategies.

The Dir, Emerging Data Products plays a pivotal role in leveraging AI and claims/EHR data to identifying underdiagnosed or untreated patient populations to optimize treatment opportunities and identify sources of growth that align with business objectives. By collaborating with NVS stakeholders this role is instrumental in enhancing clinical outcomes, enhancing patient satisfaction, and driving adherence to treatment protocols, ultimately advancing the organization's mission to deliver exceptional patient care.

## Key Responsibilities:

- Develop actionable data-driven insights to inform the strategic direction for enhancing treating underdiagnosed or untreated patient populations leading to improved clinical outcomes, higher patient satisfaction, and increased adherence to treatment protocols
- Drive identification of underdiagnosed or untreated patient populations through AI, data analysis, and claims/EHR insights to optimize treatment opportunities and identify sources of growth

- Oversee and guide a team to identify eligible patients by leveraging NVS-procured data sources (e.g., claims data, lab / biomarker testing, EHR data, Mx / Rx data)
- Oversee and guide analysis of HCP-level data (e.g., Rx, claims, EHR) to identify new patient growth opportunities from underdiagnosed and likely-to-switch patients
- Establish and implement new AI/ML enabled, innovative methodologies and best practices for data evaluation to identify underdiagnosed and untreated patient populations and ensure consistency in approach to analysis to support business objectives for the IPST / TA teams
- Maintain, flexible cross-functional collaboration with IPST and TA portfolio teams, IDS stakeholders (Decision Scientists, Human Insights & Analytics teams), and potential other stakeholders

### **Essential Requirements:**

Novartis is seeking an experienced and dynamic leader 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 leader who excels in fostering collaboration across cross-functional teams, developing talent, and cultivating a culture of innovation. The ED will establish a robust framework for delivering actionable insights through secondary data analytics, empowering strategic initiatives and enhancing patient care.

**Education:** Bachelor's degree in Life Sciences, Data Science, Business Administration or a related field; Master of Science and/or MBA strongly preferred

- Minimum of 10+ years of experience in the pharmaceutical or healthcare industry, with a strong focus on data analytics, patient identification, and strategic insights
- Minimum of 5+ years of domain expertise in these areas are highly desired: Claim/EHR analytics, data science, field analytics and insights, market access and patient service analytics, primary market research, secondary data analytics or other related strategic analytics and management consulting
- Minimum of 5+ years of people management experience. Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business challenges and shaping organizational strategy particularly in therapeutic areas.
- Minimum of 4+ years of domain expertise in leveraging claims/EHR, AI/ML or related strategic analytics and management consulting
- 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
- Experience in leading cross-functional and matrixed teams, with 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

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New Jersey  
Site  
East Hanover  
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Marketing  
Job Type  
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Employment Type  
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