

Director, Resource Optimization - NPS & Medical

Job ID
REQ-10047072
Apr 08, 2025
USA

Summary

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

About the Role

Job Purpose

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 ED, Resource Optimization, this role is crucial in analyzing actual and predictable interacting operational activities to support data-driven decision making.

The Director of Resource Optimization for Novartis Patients Services (NPS) and medical plays a crucial role in analyzing both actual and anticipated operational activities within the business to derive quantitative outcomes. This position establishes a rational foundation for decision-making by applying scientific and economic disciplines and techniques. With expertise in developing complex statistical models and measurement techniques, the Director utilizes a range of methodologies, including mathematics, statistical methods, engineering methods, and operational mathematics techniques such as linear programming, game theory, and probability theory. By leveraging diverse datasets and advanced statistical techniques, the Director drives strategic thought and effective decision-making, combining data analytics with business functions to uncover valuable insights that clarify both the what (data) and the why (business) behind business decisions. Acting as a strategic partner to NPS and Medical leaders, the Director employs modern market research strategies and methods to address the needs of key stakeholders, ensuring that informed strategies can be developed and implemented in alignment with the organization's strategic objectives.

Key Responsibilities

- Contributes to shaping and executing the Resources allocation and Optimization capabilities for NPS/Medical.
- Co-defines a (customer centric) vision and priorities for the Functional team based on needs of the business, Insights and Analytics vision, input from team and stakeholders.
- Proactively proposes analytical and statistical solutions to business questions and problems and provide key stakeholders with new data driven ideas and actionable recommendations that enables better decision-making and enhance the business excellence.
- Develops advanced technological ideas and guides their development into a final product, leveraging

data science methodologies, tools and strategies using internal and external data sources to gain market insights.

- Explores and evaluates new data sources for targeting to drive Insights and innovation and to identify opportunities for improvement.
- Serves as point of contact for the Resource Optimization Department on highly significant matters relating to budgetary planning based on outcomes for NPS/Medical.
- Maintains full compliance with internal and external guidelines: stays current on external and internal guidelines.
- Fosters collaboration, customer centric solution design NPS & Medical teams.
- Supports the development of patient models to enable country and global analytics.

Essential Requirements

Novartis seeks an individual with extensive experience in the pharmaceutical or healthcare industry, with a strong understanding of market dynamics and regulatory environments. A proven track record in resource optimization, strategic planning, or a similar role, the person should demonstrate the ability to make resource optimization decisions through data-driven insights. The candidate should excel in bridging the gap between functional and business teams, fostering clear communication and understanding, while engaging with and influencing senior leadership and other key stakeholders to drive strategic initiatives and performance improvements.

Education: Master's degree in related field is required; Quantitative Science background preferred

- Minimum of 8 years of experience in resource optimization, strategic planning, or a similar role within the pharmaceutical or healthcare industry
- Commitment to driving and enabling data-driven decision making throughout all levels of the organization; strong analytical and problem-solving skills with the ability to interpret complex data and generate actionable insights
- Exceptional business acumen, paired with a deep understanding of business dynamics in the context of the pharmaceutical industry
- Experience in managing multiple projects simultaneously, ensuring timely delivery and alignment with business goals
- Experience in managing relationships with key stakeholders, including senior leadership and external partners; demonstrated strong leadership skills in a team environment which requires negotiation, persuasion, collaboration, and analytical judgment; ability to work effectively with cross-functional teams and drive strategic initiatives
- Excellent verbal and written communication skills to articulate and present business problems and solutions to key stakeholders persuasively
- Proficiency in data analysis tools and software, such as Excel, Tableau, or similar business intelligence platforms
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities

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>

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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 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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