

# Director, US Enterprise Strategy

Job ID

REQ-10038274

Jul 18, 2025

USA

## Summary

The Director of Enterprise Strategy will help define short and long-term enterprise business strategy, scale excellence in strategy and execution, and lead and manage enterprise initiatives sponsored by Novartis US President and Leadership Team to increase customer impact and accelerate growth. This is a critical role with high exposure to senior leadership and the broader organization.

This position will be located at the East Hanover campus and will not have the ability to be located remotely. This position will require 5% travel as defined by the business (domestic and/ or international). #LI-Hybrid

## About the Role

### Key Responsibilities:

- Identify and assess market long-term trends, evaluate impact and use learnings to drive Novartis US long-term vision and agenda
- Determine and evaluate major business opportunities (internal and external) with potential for major impact on Novartis' 3-year and 5-year growth and profitability
- Help define the strategy and narrative of the current Novartis US portfolio, including in-line and immediate pre-launch products, to set internal strategic direction and increase investor confidence
- Partner with cross-functional teams to drive strategic planning and ensure integration of TA-, product- and functional level strategies into Enterprise vision and strategy
- Drive dissemination and syndication of our US strategy and narrative including communication materials and presentations
- Partner and support the creation of our annual presentations and content for the Executive Committee of Novartis/Board of Directors
- Scale excellence in strategy and execution across the US organization to increase business impact
- Lead/manage strategic and transformation projects for US organization as defined by enterprise strategy and priorities and prepare recommendations to senior management

### Essential requirements:

- Bachelor's degree required
- At least 7 years of experience in US healthcare discipline, strategy consulting or in-house strategy team in a biopharmaceutical company with experience across various disciplines/functions (e.g., commercial/ marketing & sales, payors, and providers).
- Strong skills in managing cross-functional (strategic) projects with significant business impact
- Significant experience in senior stakeholder management, and in effectively engaging and managing associates from widely varying backgrounds & functions within a complex matrix organization

- Proven ability to influence without authority and strong communication skills; skilled in leading meetings with senior management
- Excellent analytical, process-oriented and data driven mindset - proven ability to “see beyond the numbers” and provide analytical insights
- Experience in capability building and change management to coach functional stakeholders and achieve organizational buy-in towards long-lasting change
- Extensive, in-depth knowledge of the overall US Healthcare Market

#### **Desirable requirements:**

- Strategic management consulting background (e.g., McKinsey, BCG, Bain, etc.) focused on pharmaceutical enterprise strategy

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#### **Benefits and Rewards:**

The pay range for this position at commencement of employment is expected to be between \$185,500 and \$344,500/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.

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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

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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