

Director, Integrated Field Insights & Analytics (Cross Portfolio)

Job ID
REQ-10047137
Apr 14, 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

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 the ED, Integrated Field Insights & Analytics, this role is pivotal in transforming functional area strategies by bridging insights and capabilities from IDS with business needs.

The Dir, Integrated Field Insights & Analytics - X Portfolio collaborates closely with the field team leadership (CE, NPS, Medical, TLL) to refine analyses and sharpen strategic recommendations for their TA, ensuring alignment with organizational goals.

This role will work with other members of IDS fostering a culture of innovation and thought leadership, challenging established norms and driving excellence in product strategy. Acting as a central point of contact, this role facilitates seamless connectivity and collaboration across IDS functions, integrating and synthesizing insights to create robust action plans and strategic recommendations for field functions.

Key Responsibilities:

- Elevate decision making across field functions by delivering integrated insights from across IDS to enable smarter, data-driven decisions
- Collaborate with the leadership across TAs to further refine analyses & sharpen insights / recommendations
- Drive prioritization of IDS efforts (field analytics) across all TAs, ensuring focus on high-impact opportunities
- Coordinate between field and non-field component of the function (e.g. NPS field and non-field)
- Serve as the primary IDS point of contact for the field component of a function (i.e. the “front door” to IDS for the field team), and drive and enable broader IDS coordination and access for field teams across all TAs
- Implement strong collaboration and alignment practices for all field functions across TAs
- Sit on Integrated Field Insights & Analytics LT and is accountable for end to end field strategy, planning

and execution activities

- Actively engage with NVS stakeholder functions to facilitate the development of the field data strategy by working closely with other IDS teams to identify and document field data requirements, ensuring seamless integration with business processes and alignment with KPIs

Novartis seeks an experienced, dynamic leader with a proven ability to synthesize and align insights to enable data-driven decision-making that addresses critical business challenges. The ideal candidate will have a deep understanding of field analytics, with demonstrated success in shaping strategic direction in partnership with senior leaders. Expertise in delivering integrated insights and prioritizing resources to deliver high-impact solutions is essential. This individual will excel at collaborating across cross-functional teams, developing talent, and driving a culture of innovation and thought leadership. A commitment to delivering actionable insights that empower smarter portfolio decisions and advance organizational goals is vital to this role.

Essential Requirements:

Education: Bachelor's degree in related field is required; Master of Science and/or MBA strongly preferred

- A Minimum of 8 years of experience in the pharmaceutical, biotech, or healthcare industries, with a strong focus on strategic insights, decision science, and/or analytics
- Deep understanding of therapeutic areas, including business development and launch planning, and early asset strategy
- Minimum 3 years of domain expertise in these areas are highly desired: secondary data analytics, data science, primary market research, field analytics and insights, market access and patient service analytics, or other related strategic analytics and management consulting
- Minimum 3 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.
- Strong background in integrating insights across diverse data sources and aligning them with business priorities to drive impactful results.
- Excellent communication skills, capable of effectively collaborating with senior leadership and aligning diverse teams around strategic goals.
- Hands-on experience working with senior executives, such as SVPs or equivalent, to refine analyses, sharpen insights, and influence strategic recommendations.
- Experience working in cross-functional and matrixed teams, with demonstrated ability to collaborate across functions such as commercial, R&D, and medical affairs

The pay range for this position at commencement of employment is expected to be between \$185,500.00 and \$344,500.00 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>

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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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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