

## Exec. Director, Therapeutic Area Strategy, Cardiovascular

Job ID  
383614BR

Oct 08, 2024

USA

### Summary

Location: Cambridge, MA (Hybrid)  
#LI-Hybrid

Dual posted role and the position is advertized in the US & Switzerland. This is a site based role, location in the US is Cambridge, MA & Basel, Switzerland.

The Executive Director, Therapeutic Area (TA) Strategy will create and update as appropriate a holistic TA strategy, for Cardiovascular & Metabolism. Provide early-phase commercial insights to project teams, drive TA-specific internal and external licensing/ acquisition opportunities and ensure integrated enterprise alignment across Novartis Biomedical Research, Development, Strategy & Growth, and the commercial US and International units.

### About the Role

Your responsibilities include, but not limited to:

- Develop Strategy for a Cardio Renal or Metabolic portfolio pillar and contribute to overall TA strategy.
- Define and drive mid-and-long term portfolio strategy, goals, strategic objectives and leadership aspiration within TA and DAs in collaboration with other functions within Strategy & Growth (S&G), and across US and International commercial, Biomedical Research, and Development units.
- Support the Therapeutic Area Leadership team (TAL) as the Enterprise strategic body that owns the TA Strategy and reviews all programs at Toll Gate transitions (from drug candidate to SDP).
- Lead strategy revisions and updates and orchestrate stakeholder alignment as needed, e.g., due to internal or external market events.
- Identify potential pipeline gaps and make recommendations to address with other S&G functions, US, International, Biomedical Research, and Development.
- Commercial lead on external evaluations for BD&L and acquisitions, inception to deal close. Developing evaluations (across all phase products) based a thorough understanding of the TA, insights developed and tested externally using secondary analytics, PMR and CI.
- Commercial lead on the early phase project teams (from drug candidate to Phase 3). Responsible for p3 programs transition to US and International Markets.
- Responsible for forecast and other commercial models ' development and alignment with key markets.
- Collaborate closely with key stakeholders (e.g., US, International, Biomedical Research, Development, and engage other functions such as Value & Access and US Market Access) to facilitate port-folio decision making in the context of our goal of becoming a top 5 Pharma player in the US while maintaining our international leadership.

What you ' ll bring to the role:

- Advanced degree (PhD, MD cardiologist or internal medicine preferred) or equivalent experience in life science/healthcare; MBA.
- Significant experience gained in Pharma Industry with a strong Scientific or medical background. Extensive US market experience
- Significant BD&L and or M&A deal and evaluation experience (agile in assimilating technical and medical data, financial modelling (forecasting, P&L), conducting, commissioning, analyzing primary and secondary research)
- Demonstrated Consulting experience & C-suite presentation skills, written and oral. Proficiency in English required. (spoken and written). Effective and persuasive communicator with strong presentation, communication (both written and verbal), influencing and negotiation skills.
- Demonstrated Therapeutic Area (TA) knowledge and experience in Cardio Renal or Metabolic (or track record to acquire required TA expertise effectively and rapidly). Experience of strategy development and asset shaping early in lifecycle.
- Highly agile having the capacity to manage several strategic Disease Areas (Das) within a TA and multiple programs internal and external.
- Highly analytical with the ability to lead and thrive in high challenging environment.
- Travel: ability to travel domestically and internationally, to be determined based on business needs

The pay range for this position at commencement of employment is expected to be between \$233,600 to \$350,400 per year; however, while salary ranges are effective from 1/1/24 through 12/31/24, 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.

Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: [novartis-life-handbook.pdf](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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 who are focused on building and

advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. 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. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

## 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  
Strategy & Growth

Business Unit  
Innovative Medicines

Location  
USA

Site  
Cambridge (USA)

Company / Legal Entity  
U061 (FCRS = US002) Novartis Services, Inc.

Functional Area  
BD&L & Strategic Planning

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

[Apply to Job](#)

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }



Job ID  
383614BR

Exec. Director, Therapeutic Area Strategy, Cardiovascular

[Apply to Job](#)

---

Source URL:

<https://www.novartis.com/kr-ko/careers/career-search/job/details/383614br-exec-director-therapeutic-area-strategy-cardiovascular>

List of links present in page

1. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
4. <https://www.novartis.com/careers/benefits-rewards>
5. <mailto:us.reasonableaccommodations@novartis.com>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cambridge-USA/Exec-Director--Therapeutic-Area-Strategy--Cardiovascular383614BR>
7. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cambridge-USA/Exec-Director--Therapeutic-Area-Strategy--Cardiovascular383614BR>