

Director, US Commercial Consulting - Field Force Effectiveness " >

Job ID
325061BR
USA

Job Description

10 major new medicines planned for launch over the next few years creating new career opportunities for those who want to make a direct impact on patients at scale.

Novartis is looking for a highly engaged Director who will shape and develop future field force, affecting the commercialization of brands for Novartis and helping to improve the lives of patients.

The Director, US Commercial Consulting - Field Force Effectiveness will work directly with internal clients and Senior Business leaders within Novartis, evaluate business' needs and opportunities related to field force.

You will identify potential leads to create project proposals and maintain strong business relationships that would help build project pipelines and internalize revenue spend on external vendors. This individual will also manage a team of Consultants and Analysts across multiple project teams and be responsible for the quality of results. Expertise and a track record of delivering projects in customer segmentation, targeting, field force design and restructuring teams for new launches and in-line brands are key assets vital for success.

The Director will create the business plan for Commercial Consulting including; market segmentation, account potential, identification of key stakeholders and business partners, and provide input for the team revenue forecasting and budgeting process. Expertise and a track record in new field force design and restructuring is a key for this role.

Responsibilities include, but are not limited to:

- Demonstrate thought leadership in leading senior level discussions related to commercial or field force strategy, design and deployment in order to develop, recommend and execute following Commercial Consulting services via all relevant Novartis Global Service Centers (India, Ireland, Mexico).
- Field force strategy, design and planning including HCP segmentation and targeting, field force sizing for new product launches and in-line portfolio of brands across divisions – Innovative Medicines, Oncology, Gene Therapies
 - Field strategy implementation
 - Territorial structure design & personnel placement
 - Incentive plan design
 - Ad-hoc commercial projects based on local business challenges identified through assessments and / or benchmarking
- Responsible for driving high levels of customer fulfillment on executed projects and delivering on the contribution and revenue projections.
- Mentor and guide Consultants aligned to their region, ensure that they have the requisite support to meet and

excel upon project results within defined Service Level Agreements, and is available to support the broader Commercial Consulting team to meet their core objectives

- Proactively develop talent, managing, mentoring and providing career plans and succession plans to grow and retain internal talent base as well as provide input into hiring/resourcing requirements for the group and conduct performance evaluations using key objectives and benchmarks.

The Director, US Commercial Consulting works closely with the Head of Commercial Consulting to drive the delivery of strategic business plan across the region that contributes towards the revenue internalization and customer satisfaction goals of the team in the all service areas.

Diversity & Inclusion / EEO

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

Minimum Requirements

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Division

CTS

Business Unit

NBS CONEXTS

Location

USA

Site

East Hanover, NJ

Company / Legal Entity

Novartis Corporation

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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