

National Director, External Expert Engagement, Hematology - REMOTE

Job ID

REQ-10081675

Jul 02, 2026

LOC_US

About the Role

Key Responsibilities:

- Define, identify and maintain composition of ME universe (Tier 1, Tier 2 and Rising Stars) within defined scope in partnership with key stakeholders
- Conduct and/or orchestrate cross-functional 1:1 engagements with Tier 1 (and high value Tier 2 and rising stars, workload permitting) MEs to gain post-approval insights/feedback related to market dynamics, competitive landscape, marketing strategy, tactical execution, patient journey, referral/treatment landscape, product profile, etc. to inform development and integration of Marketing Strategy (IMST, HCP Education, Congress Strat) and other business partners (as defined by marketing SPOC)
- In partnership with Marketing Strategy, develop advisory board and consultancy submissions, and support execution through active participation or nomination of potentially relevant ME advisors or consultants
- Collaborate with Medical Affairs to identify, nominate and/or deploy ME(s) against specific market-related situations/needs (e.g. Payer initiative, Access challenge, etc.)
- Schedule, coordinate and execute cross-functional engagements with Tier 1/2 MEs (e.g. site visits, executive/leadership engagements, immersion days, etc.)
- Serve as a key point of contact between defined ME universe and Novartis to help direct MEs to the appropriate Novartis team or associate for additional engagement/follow up
- Collaborate with key stakeholders (HCP Education Delivery, Marketing Strategy, Field Leadership, Medical Affairs, Compliance, etc.) on format, design and delivery of commercial educational programs
- Serve as moderator and/or faculty for educational activities e.g. Peer Exchange Programs (PXP)
- Support identification and approval of Novartis commercial engagement at regional/local conferences, state society meetings and other events (as permitted by policy), including representing Novartis at these events, in collaboration with cross-functional partners
- Develops and executes a cohesive ME engagement plan for commercial purposes at identified national and regional congresses in consultation and partnership with key stakeholders (Congress Strategy, Marketing Strategy, Field Leadership, Medical Affairs)

Essential Requirements:

- Bachelor's degree in related field, MBA or advanced degree preferred
- At least 7 years of Thought Leader Liaison (TLL), Account Management or related experience
- Minimum 5 years' experience in assigned disease area preferred, but required in Specialty Sales; with strong working knowledge of thought leaders, institutions, and systems in this space
- Strong knowledge of healthcare and/or pharmaceutical industry with proven ability to develop productive relationships with physicians and other healthcare professionals
- Strong analytical skills and presentation skills
- Ability to think creatively and conceptually
- Ability to develop and execute key strategies
- Financial/budgetary experience

Desirable Requirements:

- 2 years of line management/people management experience is preferred

Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500 and \$344,500 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IU

Business Unit

Marketing

Location

LOC_US

Site

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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