

Director Competitive Readiness, Portfolio & Pipeline Strategy

Job ID

REQ-10083397

Jul 27, 2026

LOC_US

About the Role

Key Responsibilities:

Based on cross-functional alignment around key competitors and competitive activities identified by the Competitive Intelligence function, conduct strategic assessments of selected competitor actions. This includes analyzing market dynamics, assessing potential brand and portfolio forecast implications, benchmarking strategic and operational approaches, articulating business implications, and driving the development of legally compliant, cross-functional competitive response plans in alignment with Oncology general management.

- o Monitor and benchmark strategic plans against competitor developments to provide early warning of potential threats and opportunities, supporting successful execution of prioritized initiatives and tactical plans.

- o Proactively monitor the core disease area, healthcare landscape, and macroeconomic environment—including policy, regulatory, and health technology developments—to identify US-relevant threats, opportunities, and emerging business trends that can inform planning and drive future portfolio growth.

- o In collaboration with the Competitive Intelligence team, lead the design and execution of competitive planning initiatives, including competitive simulations for key products facing significant competitive events. Ensure the effective, compliant, and timely execution of competitive and business intelligence activities, including primary research, intelligence gathering, analysis projects, and coordination with internal teams and external vendors.

- o Develop and strengthen center-of-excellence capabilities within the team.

Essential Requirements:

- o Education: Bachelor's Degree is required in relevant area, MBA or advanced degree preferred

- o Minimum 8 years of commercial experience with multiple functional experience in a pharmaceutical, biotech, healthcare, or consulting environment, inclusive of at least 2 different types of cross-functional roles/experience (sales, marketing, strategy, market access or medical experiences preferred).

- o Recent US Market commercialization experience with launch and various product lifecycle stages or General Manager experience in other countries

- o Highly motivated individual who can work with a high degree of autonomy, in a dynamic environment applying creative problem-solving skills and industry knowledge.

- o Possess a portfolio approach and experience uncovering and implementing innovative strategies in a competitive marketplace.

- o Ability to be a leader and proactive custodian for consistent competitive readiness excellence

Desirable Requirements:

Experience in multiple therapeutic areas preferred

- o Experience with and/or Market Access a plus

o Ability to influence, communicate effectively and engage confidently with leaders at one to two levels above

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 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.

To learn more about the culture, rewards and benefits we offer our people click [here](#).

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

General Management

Location

LOC_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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