NOVARTIS

Executive Director, US Business Strategy Lead

Job ID
REQ-10086126
Aug 21, 2026
LOC_US

About the Role

Key Responsibilities:

- Lead development of US Commercial strategic agenda and enterprise narrative, linking market dynamics, portfolio priorities, business performance, customer needs, and enterprise imperatives.
- Frame strategic options and trade-offs for US LT decisions using structured analysis, external benchmarks, scenario thinking, and financial / operational implications.
- Coordinate functional strategy alignment so therapeutic area, platform, enabling function, transformation, and AI choices ladder to enterprise priorities.
- Lead or sponsor selected enterprise strategy projects requiring high-quality problem framing and strategic recommendations.
- Build strategy toolkit, standards, and talent capability across Strategy Engagement Leads, Strategy Associates, and Analysts.
- Partner with Strategy Prioritization & Governance to convert strategic choices into governed portfolio priorities.
- Build reusable standards, templates, and capability for the pillar; coach team members and raise the quality bar for strategy work.

Essential Requirements:

Education (minimum/desirable):

- Required: Bachelor’s degree in a related field
- Preferred: Advanced degree (Master of Science and/or MBA)

Experience:

- 12+ years corporate strategy, commercial strategy, strategy consulting, pharma / healthcare strategy, market access / commercial leadership, or enterprise transformation.
- Strong ability to synthesize ambiguous market, customer, competitive, financial, and operating data into clear strategic choices.
- Executive-level communication, structured problem solving, facilitation, influence without authority, and enterprise judgment.

Desirable Requirements:

- Top-tier strategy consulting, pharma / healthcare strategy, commercial operations, AI / digital, or enterprise transformation experience.
- Experience working with senior leadership teams and translating strategy into measurable execution.

The salary for this position is expected to range between $236,600.00 and $439,400.00 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

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_MM
Job Type
Full time
Employment Type
Regular
Shift Work
No
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