NOVARTIS

Director, Field Intelligence Strategy & Governance

Job ID
REQ-10090123
Oct 27, 2026
LOC_US

About the Role

Key Responsibilities:

- This role owns field intelligence capability strategy, standards, analytics requirements, measurement frameworks, governance processes, prioritization frameworks, capability roadmaps, and enterprise field intelligence assets.
- The role is accountable for consolidating and prioritizing field-related analytics, insights, measurement, workflow, and decision-support requirements across Insights & Analytics and translating those requirements into an integrated capability roadmap.
- The role serves as the primary Insights & Analytics coordination point with Strategy, Platforms & Technology (SPT) for field intelligence, CRM analytics, field orchestration analytics, and field decision-support requirements.
- The role does not own field strategy, customer engagement strategy, brand strategy, field execution, CRM platforms, field orchestration platforms, product engineering, workflow technologies, or technology delivery.
- The role operates within a globally integrated capability model and shares accountability with HYD counterparts for advancing field intelligence capabilities through common standards, coordinated roadmaps, reusable assets, and shared outcomes.

Essential Requirements:

- Minimum 8+ years of experience in field analytics, commercial analytics, CRM, sales operations, field effectiveness, business strategy, or related disciplines.
- Bachelor's degree required. Advanced degree in Business, Analytics, Data Science, Marketing, Healthcare, Life Sciences, or a related field preferred.
- Experience translating business objectives into scalable analytics, workflow, and technology capabilities.
- Experience establishing governance frameworks, standards, business rules, or measurement methodologies.
- Strong track record partnering with business, analytics, data, and technology organizations.
- Experience leading cross-functional initiatives within complex matrix organizations.
- Experience supporting CRM, field planning, commercial execution, field effectiveness, or field enablement capabilities.
- Experience managing capability roadmaps, backlogs, prioritization processes, or agile delivery partnerships.

Desirable Requirements:

- Experience within pharmaceutical, biotechnology, healthcare, or life sciences organizations.
- Experience supporting CRM, field orchestration, deployment, field effectiveness, commercial capabilities, or customer engagement operations.

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

Division
DIV_IU
Business Unit
Marketing
Location
LOC_US
Site
Remote Position (USA)
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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