NOVARTIS

Director, Advanced Analytics and Modeling - Key Drivers & Actions (KDA)

Job ID
REQ-10090234
Oct 30, 2026
LOC_US

About the Role

Key Responsibilities:

- Lead the enterprise Key Drivers & Action Planning analytics capability across launch and in-market priorities.
- Design and oversee advanced analyses that identify the primary factors driving growth, decline, adoption, access, market variation, and performance gaps.
- Develop performance archetypes and opportunity/barrier diagnostics across brands, markets, accounts, customers, and geographies.
- Translate analytical findings into prioritized actions and differentiated playbooks for relevant business functions.
- Ensure Key Drivers analytics addresses enterprise performance broadly and is not limited to field execution.
- Support launch strategy by identifying likely performance drivers, barriers, and market archetypes before and after launch.
- Apply scenario-based analytics to clarify which actions or levers are most likely to improve outcomes.
- Partner with business and analytics stakeholders to connect driver insights with practical decisions and measurable actions.
- Ensure analytical approaches are rigorous, interpretable, scalable, and appropriate to the decision context.
- Develop and mentor analytics talent and contribute to the evolution of enterprise Advanced Analytics capabilities.

Essential Requirements:

- Minimum 8+ years of experience Significant progressive experience in Advanced Analytics, Decision Science, Commercial Analytics, Data Science, or a related quantitative field, preferably in pharmaceutical, biotechnology, healthcare, or similarly complex industry experience
- Advanced degree in a quantitative discipline preferred; equivalent demonstrated expertise and leadership experience considered.
- Demonstrated experience applying advanced analytics to explain business performance and inform action.
- Experience with launch, customer, market, subnational, account, or performance analytics strongly preferred.
- Experience leading complex analytical programs from problem framing through executive recommendation.
- Experience leading or mentoring analytics professionals and influencing senior stakeholders.

Novartis Compensation Summary:

The salary for this position is expected to range between $194.600.00 and $361.400.00 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.

Role Requirements

Division
DIV_IU
Business Unit
General Management
Location
LOC_US
Site
Distant Employee - Distant Working Arrangement (DWA) (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
LOC_US
Functional Area
FCT_DD
Job Type
Full time
Employment Type
Regular
Shift Work
No
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