

# Executive Director, Product Strategy Lead – LP(a)

Job ID  
REQ-10037146  
Jan 31, 2025  
USA

## Summary

The Executive Director and Product Strategy Lead will lead the creation, implementation, orchestration and measurement of the integrated product strategies for an indication of a product within a given therapeutic area in the US, under the leadership of a General Manager for the Product or Portfolio. This individual will contribute to the key decision making for maximizing the impact of the product under their remit while actively and appropriately managing resource allocation across multiple teams, and multiple functions. This will be done in consultation with various teams and functions, including: Marketing, Sales, Patient Specialty Services, Market Access, Managed Markets and Medical about their respective strategies, plans and proposed resourcing. This leader will impact the Novartis legacy in his/her responsibility for accelerating impact in the product/while leading through a business-critical transformation.

This role will contribute to the management of the full P&L for the assigned product, under the final leadership of the Product General Manager for the Product or Portfolio and will partner closely with functional heads for decision-making of resource allocation to deliver the most accelerated impact for the product.

This leader will be a key member of the General Manager team in the Integrated Product Strategy Organization and is expected to demonstrate accountability for the assigned product or indication and responsibility for broader enterprise leadership in their decisions and engagement across the US Pharma organization and the Global Pharma Organization.

This leader has a passion for transformational enterprise leadership, decisive strategy in service of delivering higher impact for patients, customers, healthcare systems with higher quality, speed and agility. Additionally, this leader will be responsible for ensuring that customer engagement and relationship building are factored into the product/ indications' strategic approach and performance metrics to optimize the approach and identify potential areas of risk.

## About the Role

### Major accountabilities:

- Define critical and specific integrated priorities and key impact measures for assigned product/indication in consultation with the cross-functional product strategy team under the final leadership of the Product / Portfolio General Manager.
- Integrate, lead, measure and take decisive action against the KPIs on the integrated product strategy to raise impact for product
- Significant contribution to the P&L of a product/indication while enabling partner functions to manage day-to-day resource management

- Integrate key insights and data in partnership with functional heads to have an adaptive strategy and tactical plan in service of higher impact for our medicines
- Significant contribution to the topline results as an outcome of strategic choices
- Significant contribution to the integrated cross-functional resource allocation to deliver highest impact
- Establish and coordinate management of KPI's across all functions accountable for the integrated product strategy
- Appropriately partner with functional heads in trade-off decisions
- Partner with other general managers and members of the Product Strategy group for enterprise decisions, including potential trade-offs between products/indications
- Talent development, retention and growth and culture custodianship
- Depending on the product/indication interact with Global to ensure an effective ways of working

**What you will bring to the role:**

**Education** - Bachelor's Degree, preferred MBA

**Experience:**

**Required:**

- 10+ years in pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 different types of cross-functional roles/experience
- 3+ years of direct responsibility for large budget management inclusive of owning key product trade-off decisions
- 3+ years leading and translating an integrated product strategy requiring global and local alignment
- US Market, launch and product lifecycle stages experience, OR, General Manager experience in other countries
- Direct leadership experience (team of 1-2 people)

**Preferred:**

- Therapeutic Area experience
- US experience strongly preferred
- Global or other country / region experience (Projects or full time roles or temporary roles for 6 months or more)

*Cross-functional roles/experience means the associate has worked in different full-time roles for at least 1 year each. Cross functional roles can include experiences in Sales, Marketing, Market Access, Patient Services, Commercial Acceleration etc.*

The pay range for this position at commencement of employment is expected to be between \$214,900.00 and \$399,100.00 per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance,

Company or individual department/team performance, and market factors.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

### **Accessibility & Reasonable Accommodations**

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover (New Jersey), New Jersey, USA

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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