

AD, Thought Leader Liaison - Renal - Pacific NW - Remote

Job ID
REQ-10042260
Mar 07, 2025
USA

Summary

The Associate Director, Thought Leader Liaison (TLL) is a customer-facing role within Marketing responsible for engaging and building productive relationships with Thought Leaders (TL), other key influencers, and associated organizations/institutions within the Renal therapeutic area. This position is responsible for curating advocacy and support, contributing to HCP education delivery and effectiveness, and gathering/sharing insights from the Thought Leader community within their assigned geographic area.

Location: This position will cover the Pacific NW territory of CA, OR, WA, ID, NV, UT, and CO. The candidate is required to live within the territory's geography (there may be some restrictions based on legal entity). Please note that this role would not provide relocation and only local candidates will be considered.

Travel: The TLL will require up to 80% travel. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

#LI - Remote

About the Role

Key Responsibilities:

- Curate advocacy for respective brand(s), allergy and/or the organization 1) through personal engagements using approved material, 2) by compliantly coordinating and facilitating engagements/activities between their TLs and their cross-functional partners (e.g. Marketing, Peer education, Medical Affairs, etc.), and 3) by serving as a key point of contact between their TLs and the organization.
- Educate and align TLs to our Strategic Imperatives while being accountable for pulling through brand initiatives with the Thought Leaders. In partnership with the Education Delivery Team and Medical Affairs, the TLL will contribute to HCP education by speaker nomination and readiness given their knowledge and relationships with their TLs.
- Serve as moderator/faculty for educational activities (e.g. Peer Exchange).
- Contribute to the identification and execution of educational activities/opportunities (e.g. Product Theaters). Given their exposure to the TL community, the TLL seeks and gathers observations/insights from their TL and triage them to the appropriate function within the organization to further inform

commercial strategy, tactics and decisions.

- Liaise and coordinate national/regional conferences, state society meetings and patient advocacy events (as appropriate).
- Align across the Novartis organization to coordinate TL interactions and deliver a cohesive customer experience during these events.

Essential Requirements:

- Bachelor's degree in related field
- At least 5 years of experience in Thought Leader/Center of Excellence engagement within the pharmaceutical industry (e.g. Thought Leader Liaison, Account Manager, Medical Science Liaison, regional marketing, medical publications/communications, etc.)
- Ability to travel up to 80% of time
- Proven ability to develop productive relationships with physicians and other healthcare professionals
- Ability to develop/implement key strategies as well as lead, motivate, develop, and influence others
- Strong analytical skills and presentation skills with the ability to prioritize, negotiate and problem solve
- Financial/budgetary experience
- Proven ability to work effectively in a matrixed environment

Desirable Requirements:

- Renal therapeutic area experience/expertise
- MBA or advanced degree

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

The pay range for this position at commencement of employment is expected to be between \$145,600 and \$270,400/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.

The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Driving is an essential function of this role, meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions, if an accommodation can be provided without eliminating the essential function of driving.

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. 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.

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 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
Field, US
Site
Field Non-Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Denver (Colorado), Colorado, USA
Alternative Location 2
Las Vegas (Nevada), Nevada, USA
Alternative Location 3
San Francisco (California), California, USA
Alternative Location 4
Seattle (Washington), Washington, USA
Functional Area
Marketing
Job Type
Full time
Employment Type
Regular
Shift Work
No
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