

## Therapeutic Area Strategy Head, CRM

Job ID  
REQ-10069549

4月 27, 2026

USA

### 摘要

#LI-Hybrid

Location: Cambridge, MA or East Hanover, NJ

Please note, this role can be based in the US or Basel, Switzerland. If you are based in Europe, please apply via REQ-10069554.

The Therapeutic Area Strategy Head will lead a therapeutic area focused team in the creation and ongoing update of a holistic and aligned Enterprise portfolio strategy for their Therapeutic Area (TA). The candidate will work closely with the senior leaders within the cardio-renal-metabolic (CRM) TA including Bio-medical Research (BR), Development and Commercial organizations in US and International and Search & Evaluation. The candidate will bring a passion for innovation, deep industry experience, scientific acumen and strong judgement to guide internal choices and drive sustainable growth in the short, mid and long-term in CRM. This individual will have both a broad and deep understanding of the CRM field to drive insightful and differentiating competitive advantages over our peers by bringing a third-party view around key strategic levers and external analyses, trends, and white space opportunities. Additionally, they will conduct targeted primary research.

## About the Role

### Key Responsibilities:

Provides external perspective and identifies opportunities:

- Builds and maintains in-depth knowledge of the TA (early pipeline to commercial); including disease models; responsible for ongoing assessment of peer companies with heavy exposure in the TA.
- Educates, updates and provides external views to all internal stakeholders. Provides insight within key portfolio governance processes (diligence and external landscape mapping with BD&L and M&A)
- Supports identification of growth accretive opportunities, indications, disease spaces and rejection of low value opportunities/projects
- Supports Group Investor Relations and the CEO Office with dissemination of key strategic insights
- Ongoing collection and synthesis of scientific and commercial insights for the TA

Owns TA portfolio strategy and prioritization:

- Leads the process of creating, maintaining and updating enterprise-wide TA portfolio strategy, including disease area and molecule selection to drive mid- and long-term growth in collaboration with RDC
- Identifies potential pipeline gaps, makes recommendations to address
- Works closely with key stakeholders in the Therapeutic Area Leadership (TAL) team to facilitate portfolio decision making, prioritization and trade-offs

Internal and External Commercial and Pipeline Modelling:

- Oversees assessments of programs fit to current portfolio strategy and facilitates central review for assets inside and outside current priorities (e.g., at Innovation Management Board (IMB))
- Provides consolidated commercial and development inputs to support business cases for internal and external assets and programs
- Provides outside-in independent view of internal assumptions around core pipeline
- Leads the development of assessment of external opportunities (e.g., forecast assumptions, business cases)

Others:

- Coaches, attracts, develops, and retains top talents; partners with P&O leadership to develop people strategy (e.g. organization development, performance, career development).
- Plans, allocates, and manages TA strategy financial budget by anticipating expenditures,

accurately forecasting resource needs/costs and properly accounting for expenses to meet requirements and achieve fiscal responsibility

#### Essential Requirements:

- Advanced degree or equivalent experience in life science/healthcare required, Cardiologist training highly desirable
- Demonstrated cross functional global leadership experience is essential.
- Minimum 10 years of pharmaceutical/biotech experience gained in banking, consulting, or biopharma, with exposure to drug development and ideally commercialization required. Proven ability to operate effectively in a highly matrixed, fast paced environment.
- Candidates with significant senior leadership experience – including Biotech CEOs and executives from investment banking or other Wall Street institutions are strongly preferred
- Ability to comfortably engage with the C-suite and mid-career associates to influence and challenge with excellent interpersonal and leadership skills
- Strong financial and business acumen with strong understanding of biopharma landscape; companies, assets and early technologies
- Strong strategic vision, superior leadership, excellent communication, consensus building, and well-developed influencing and negotiation skills
- Excellent conflict resolution skills to facilitate agreement and buy-in at the senior-most levels
- Experience leading and managing a team with a variety of insights from science to commercial and proven coaching and mentoring experience

#### Novartis Compensation Summary:

The salary for this position is expected to range between \$288,400.00 and \$535,600.00 USD 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.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

#### 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](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.

部门  
Strategy & Growth

Business Unit  
Strategic Planning & BD&L

地点  
USA

状态  
Massachusetts

站点

Cambridge (USA)

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Alternative Location 1

East Hanover, New Jersey, USA

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
var config = { targetId: "kalturaplayer69fb21a4afc7b079574076", provider: { widgetId:
"1Qm7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css: "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
```

```
config.plugins.googleTagManager.customEventsTracking = {};  
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';  
config.plugins.googleTagManager.customEventsTracking.custom = [];  
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:  
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof  
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var  
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other  
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

Job ID  
REQ-10069549

Therapeutic Area Strategy Head, CRM

[Apply to Job](#)



Job ID  
REQ-10069549

Therapeutic Area Strategy Head, CRM

[Apply to Job](#)

---

Source URL:

<https://prod1.novartis.com.cn/careers/career-search/job/details/req-10069549-therapeutic-area-strategy-head-crm>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <mailto:us.reasonableaccommodations@novartis.com>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cambridge-USA/Therapeutic-Area-Strategy-Head--CRMREQ-10069549-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cambridge-USA/Therapeutic-Area-Strategy-Head--CRMREQ-10069549-1>