NOVARTIS

Director, Enterprise Partnerships - Screening Strategy

Job ID
REQ-10086899

十一月 03, 2026

USA

摘要

#LI-Hybrid

Shape the future of early detection by transforming enterprise strategy into measurable action that reaches millions of people. The Director, Enterprise Partnerships - Screening Strategy will lead the translation of enterprise screening strategy into scalable, connected playbooks across Relax, Your Attention Please (YAP), NFL partnerships, and future therapeutic-area expansion. The role will integrate strategy, activation, measurement, and cross-functional governance to drive measurable health action, protect attribution, and enable consistent execution across markets and partners.

The ideal location for this role is East Hanover, NJ or the NYC office but remote work may be possible (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. If associate is remote, all home office expenses and any travel/lodging specific to either East Hanover, NJ or NYC for periodic live meetings will be at the employee ' s expense. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require up to 25% travel.

About the Role

Key Responsibilities:

- **Enterprise Screening Strategy:** Set and operationalize the Radical Early Action and screening strategy, connecting Relax, YAP, NFL, team, and Hall of Fame efforts through a common enterprise model.

- **Scalable Playbooks:** Translate strategy into reusable playbooks, briefs, ecosystem plans, and market-ready activation guidance that can scale across therapeutic areas and partnerships.

- **Cross-Platform Integration:** Integrate Relax, YAP, and NFL screening efforts to deliver a cohesive consumer experience and coordinated health-action journey across touchpoints.

- **Measurement and Optimization:** Define outcomes and endpoints with analytics partners; use screening data, dashboards, market diagnostics, and test-and-learn plans to improve performance and support executive reporting.

- **Cross-Functional Leadership:** Coordinate agency, advocacy, analytics, medical, legal, content review, media, operations, market access, communications, and therapeutic-area teams to enable aligned and timely delivery.

- **Market and Therapeutic-Area Expansion:** Identify opportunities to extend screening platforms into additional therapeutic areas, markets, and enterprise partnership ecosystems while maintaining strategic consistency.

- **Agency and Workstream Leadership:** Lead integrated agency workstreams, scopes, milestones, and deliverables; ensure strategy is translated into high-quality execution.

- **Governance and Decision Support:** Establish operating discipline, clarify ownership, surface decisions and risks, and provide leadership updates across the screening portfolio.

- **Partner and Stakeholder Management:** Build strong relationships with external partners and internal stakeholders, align priorities, and resolve issues that could affect readiness or execution.

- **Budget and Compliance:** Manage resources and budgets responsibly and partner with legal, medical, and review teams to ensure activities meet company and industry requirements.

Essential Requirements:

- Bachelor ' s degree in a related field is required; Master of Science and/or MBA preferred
- At least 8 years of experience in commercial Marketing with multi-functional experience in the pharmaceutical or healthcare industry preferred
- Proven experience leading enterprise marketing strategy, health-action or screening initiatives, partnership platforms, or integrated campaigns in a complex organization.
- Ability to translate strategy into scalable operating models, briefs, playbooks, activation plans, and measurable outcomes.

- Strong cross-functional leadership skills, with experience aligning marketing, analytics, advocacy, medical, legal, content review, media, communications, operations, and market teams.
- Strong analytical orientation and experience using performance data, dashboards, market insights, and test-and-learn approaches to optimize programs.
- Experience leading integrated agency teams, complex workstreams, scopes, budgets, and executive-level updates.
- Executive presence, sound judgment, and the ability to influence without direct authority across senior stakeholders and external partners.
- Understanding of consumer journeys, behavior-change principles, omnichannel marketing, and partnership ecosystems.

Desirable requirements:

- Experience in disease state education
- MBA or Master of Science degree preferred

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.

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 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
US

Business Unit
General Management

地点
USA

状态
New Jersey

站点
East Hanover

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1
Distant Employee - Distant Working Arrangement (DWA) (USA), Distant Working Arrangement, US, USA

Alternative Location 2
New York City, New York, USA

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6aeb71ec099f1746859588", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove }] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if

(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.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 } }; }

// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }

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