

# Associate Director / Lead Consultant, Business Transformation Solutions

Job ID

REQ-10013493

Juli 15, 2024

USA

## Zusammenfassung

Location: East Hanover, NJ #LI-Hybrid Our aspiration is to be the transformation partner that enables Novartis' purpose through world class execution. People and culture; knowledge and innovation; performance and value are the key enablers to deliver our consulting strategy & vision. Through our world class talent, cutting edge curiosity and authentic collaboration, we partner with our colleagues across all continents and across the organization to help reimagine medicine. You would become part of our global network of Novartis management consultants located in Prague, Dublin, Hyderabad, Mexico City, and East Hanover. The Lead Consultant, Management Consulting is primary responsibility is to support and drive strategic business projects for Novartis Group, the CEO and the Executive Committee, with the aim of maximizing economic value and securing future competitive advantage. You would be managing deliverables across the diverse functionality of Commercial, Scientific and Operational sectors, ensuring effective Project Management and Business Process Transformation.

## About the Role

Major Responsibilities:

- Support Business Transformation Solutions leadership to drive the strategic delivery plan
- Develop consulting tools and methodologies for delivering consulting project opportunities
- Lead and drive major internal customer Novartis business transformation programs and projects, including solution development and implementation with a focus on the US business
- Drive and facilitate change in a heavily networked environment through senior collaborator engagement and management
- Generates strategic insights based on best-in-class analysis, distills outputs and recommendations which enable informed decisions of top leaders

Key Skills

- 8-10 years of experience leading significant operating model, business process, organizational change and/or process improvement consulting projects in a top consulting firm or large international pharmaceutical company
- Experience leading critical initiatives and developing internal talent to enable and speed-up transformation in the Pharma industry
- Proven ability in implementing regional sales strategy for a broad portfolio of Pharma products
- Understanding business planning and go-to-market strategy, change management and scaling
- Demonstrated analytical, process-oriented and data driven mentality: ability to manage multi-functional

business change and provide insights

- Developing and delivering story flow for leadership presentations
- Ability to motivate stakeholders of widely varying backgrounds across a dispersed and matrixed organization
- Develop, lead and manage program/project teams dealing with complex tasks

Preferred experience includes some/all of the following:

- Proven ability in implementing regional sales strategy for a broad portfolio of Pharma products
- Understanding business planning and go-to-market strategy, change management and scaling for new products / business
- Executing new business development, strategic marketing and commercialization of new products

Education:

- Bachelor Degree required, MBA, PharmD or another Advanced Degree in Healthcare-related field is preferred

**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>

**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 \$166,400 and \$249,600/year; however, while salary ranges are effective from 1/1/24 through 12/31/24, 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.

#### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

#### **Accessibility and 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 in order to perform the essential functions of a position, please send an e-mail to [tas.nacomms@novartis.com](mailto:tas.nacomms@novartis.com) 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.

<https://www.novartis.com/careers/careers-research/notice-all-applicants-us-job-openings>

**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>

### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

### **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.

Abteilung

Operations

Business Unit

CTS

Ort

USA

Website

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

Job ID

REQ-10013493

## **Associate Director / Lead Consultant, Business Transformation Solutions**

[Apply to Job](#)

---

**Source URL:** <https://www.adacap.com/careers/career-search/job/details/req-10013493-associate-director-lead-consultant-business-transformation-solutions>

### **List of links present in page**

1. <https://www.novartis.com/careers/careers-research/notice-all-applicants-us-job-openings>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/East-Hanover/Associate-Director---Lead-Consultant--Business-Transformation-Solutions\\_REQ-10013493](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Associate-Director---Lead-Consultant--Business-Transformation-Solutions_REQ-10013493)
6. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/East-Hanover/Associate-Director---Lead-Consultant--Business-Transformation-Solutions\\_REQ-10013493](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Associate-Director---Lead-Consultant--Business-Transformation-Solutions_REQ-10013493)