Medical Director, Rheumatology Sjogren's Disease & Lupus

Job ID
REQ-10038841
Mar 03, 2025
USA

Summary

Come to an industry leader where you will provide critical input into strategic planning, tactical planning and implementation, as well as budget planning. The Medical Director will drive strong collaboration and co-leadership of the products with Global, US Medical, US Marketing, and US Sales colleagues.

Specific responsibilities may include development and execution of the Ianalumab portfolio external Medical engagement strategy, leadership of advisory boards and other meetings with Medical Experts, development of external Medical communications and evidence generation strategy/implementation for the Ianalumab portfolio, orchestrating congress activities, and various internal and external presentations. Will focus on Sjogren's disease (SjD), Systemic Lupus Erythematosus (SLE), and Lupus Nephritis (LN).

Major Accountabilities:
• Lead the development and implementation of the External Engagement Plan for the Ianalumab Rheumatology Medical portfolio: Medical experts, investigators, academic and large rheumatology practices, etc. Collaborate with professional societies and integrate strategy in the plan.
o Serve as a connection between the medical directors, therapeutic area experts, field-based teams, and external stakeholders, ensuring impactful and compliant interactions that drive scientific exchange and gather insights on unmet needs in the SjD and Lupus landscape.
• Collaborate in the establishment and ongoing operation of Advisory Boards: Partner with the champions of this initiative, ensuring aligned objectives, fostering cross-sector collaborations, and delivering impactful outcomes for the rheumatology TA. Ensures design and execution of all medical activities ac-cording to P3 compliance guidelines.
• Implement and consolidate collaborative medical strategic partnerships with leading medical societies across the Ianalumab portfolio
• Serve as a cross-functional partner for external engagements focused on above brand initiatives, including internal partnerships with patient advocacy, public affairs, etc.
• Drive and implement the Ianalumab rheumatology portfolio congress strategy. Lead and execute medical initiatives that span across Rheumatology Medical teams (i.e., booth, meetings) at US congresses. Represent US and collaborate with the global team for key international congresses with US team attendance.
o Ensure aligned messaging, maximizing stakeholder impact, and fostering cross-functional synergies during key congress events with a unified "One Novartis" approach.
o Drive the strategic orchestration and seamless integration of congress-related medical activities into the broader external engagement framework
• Serve as the strategic lead for field medical (MSL/VEL) initiatives (including insights and metrics) related to the Rheumatology external engagement strategy, in partnership with CST, field medical and other Medical

Directors.
• Represent the US medical voice at internal forums. Partner closely with US and Global stakeholders to provide US Medical input for lanalumab external engagement strategy and Integrated Evidence Plan.
• Other medical affairs related roles and responsibilities may be assigned, as applicable and feasible.
• Serves as disease area medical expert for internal stakeholders from different line functions as well as external customers, including health care professionals, professional medical societies, and patient advocacy groups.

The pay range for this position at commencement of employment is expected to be between 204,400 - 292,000 - 379,600/year for the Director level 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.

About the Role

Education (minimum/desirable):

- Bachelors or equivalent 4-Year University Degree required.
- Doctorate level degree (MD, PharmD, DO, or PhD in Health Sciences or related field) or Nurse Practitioner (NP)/ Physician’s Assistant (PA) degree with significant relevant clinical experience required.
- Medical Degree (MD) or equivalent preferred.
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Experience required:

- >5 years’ experience in progressively senior roles within clinical development and/or medical affairs roles in the biotech or pharmaceutical industry or academic institution/clinical practice.

Technical Knowledge/Competencies

- Strong knowledge of rheumatology preferred, ideally with experience in SjD and/or Lupus.
- Clinical research experience – including concept and protocol development – conducted in a pharmaceutical or equivalent environment is strongly preferred.
- Solid understanding of clinical trial operations and experience driving patient recruitment solutions, is strongly preferred.
- Strong track record of positive, productive interactions with Medical Experts and Investigators.
- Established relationships with Medical Experts and Professional Societies in Rheumatology space is preferred.

Leadership/Behavioral Competencies

- Demonstrated ability to build trusting working relationships with external medical stakeholders.
- Demonstrated track record of managing cross functional projects.

- Excellent interpersonal and relationship management skills.
- Demonstrated ability to effectively interact and work collaboratively with multiple cross functional teams.
- Demonstrated problem-solving skills and comfort with complexity.
- Demonstrated strategic, analytical and conceptual thinking ability.
- Strong organizational, decision-making and process management skills.
- Demonstrated ability to manage multiple priorities.
- Proven ability to build productive relationships and teams internally and externally.

Additional requirements

- US and European travel required. (20-25% annually, up to 30% seasonally).
- Location is flexible, but ideally in East Hanover, NJ.

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

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Medical Director, Rheumatology Sjogren’s Disease & Lupus

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