

Radioligand Therapies (RLT) Associate Director, Priority Accounts - Boston, MA

Job ID
REQ-10067922

12月 02, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity supporting key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

As a Radioligand Therapies (RLT) Associate Director, Priority Accounts, you 'll partner with Neuroendocrine Tumors (NET) Centers of Excellence and health care system sites to drive impactful engagement. This role focuses on creating and executing strategic business plans for key accounts while collaborating with cross-functional teams to deliver institution-centric programs aligned with business priorities and compliance standards. You 'll lead commercial strategies, foster strong relationships with senior stakeholders, and provide operational and financial insights to uncover new opportunities. Success in this position calls for expertise in institutional selling, healthcare systems,

access navigation, and collaborative problem-solving.

About the Role

Key Responsibilities:

- Champion institutional advocacy for the adoption of the Radioligand Therapies (RLT) and Neuroendocrine Tumors (NET) brand to support appropriate product utilization.
- Build strong partnerships with Neuroendocrine Tumors Centers of Excellence and health care system sites to drive impactful engagement.
- Develop, coordinate, and execute strategic business plans for priority accounts, ensuring alignment with market dynamics and organizational goals.
- Cultivate relationships with clinical, operational, and administrative decision-makers to streamline care pathways, treatment protocols, and workflow solutions.
- Stay informed on market trends, customer economics, and access models, including payment programs and reimbursement strategies.
- Share knowledge of Novartis' offerings and ensure account administrators have access to relevant resources, while maintaining compliance.
- Collaborate with local teams to create tailored, institution-specific plans that reflect local market forces and opportunities.
- Deliver approved product and disease state presentations to clinicians and staff, fostering trust and collaboration across key partners.
- Conduct periodic needs assessments to identify opportunities and communicate actionable insights to cross-functional partners.
- Support team members in diagnosing business challenges and implementing strategies that optimize outcomes for Radioligand Therapies and Neuroendocrine Tumors accounts and affiliated health systems.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 8+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed field teams. We also welcome candidates from other complex sales environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- 2+ years' experience in project management and translation of strategy into execution.
- 3+ years' experience managing complex accounts, including large academic centers and hospitals, with demonstrated success in strategic account management.
- Recent US experience (within last 5 years) with deep understanding of US healthcare ecosystems.
- Demonstrated deep customer and cross-functional knowledge, healthcare ecosystem thinking, with strong business acumen and technology/digital engagement proficiency.
- Robust business background, with strong ability to collaborate and work cross-functionally in a matrix environment to build effective strategic account plans aligned to customer and organization goals.

- Candidate must reside within territory or reside in a territory adjacent to the assigned geography. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- Strong knowledge of the Radioligand Therapies (RLT) platform and experience representing Radioligand Therapies products, with a proven ability to drive adoption at scale.
- Cross-functional experience in areas such as Marketing, Medical, Market Access, Reimbursement, or Sales Leadership, and prior engagement with assigned accounts.

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.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

For Field Roles with a Dedicated Training Period: 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.

Novartis Compensation Summary:

The salary for this position is expected to range between: \$160,300 and \$297,700 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: 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.

部門
US

Business Unit
General Management

地点
USA

状态
Field, US

站点
Field Non-Sales (USA)

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

Alternative Location 1
Boston (Massachusetts), Massachusetts, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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