

Director, Neuroscience Priority Accounts - East

Job ID
REQ-10068067

12月 10, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity supporting a Priority Accounts team 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.

The Director, Neuroscience Priority Accounts is an inspiring enterprise thinker and is responsible for leading the regional priority account team to meet and exceed organizational objectives across the Neuroscience team. The individual in this position develops, orchestrates, and executes the Regional Priority Accounts customer engagement strategy in support of disease area strategies. By deeply understanding the needs of key priority accounts and the local healthcare ecosystem, they create frictionless experience for accounts and best support patient access and education. This role also leads a team of Priority Account Managers, accountable for leading the cross-functional account planning process in targeted priority accounts by ensuring accountability and aligned commercial

resource allocation, all while acting with integrity.

About the Role

Key Responsibilities:

- Understand the needs of the customer at all levels from departments to C-suite, while utilizing insights to proactively anticipate, leveraging and navigating the trends that are impacting the business and has ability to clearly articulate business insights and priorities to deliver appropriate outcomes.
- Craft strategic approaches to further Novartis goals, catering to the account's interests and needs, and fostering key customer relationships that enhance Novartis' interaction with the account.
- Manages and leads strategy and execution by coordinating collaboration among headquarters, accounts, and regional leadership teams.
- Pinpoint chances to collaborate and interact with account executives at the C-suite and D-suite levels, acting as the main neuroscience contact for Novartis account partners to facilitate exchanges with executives and headquarters.
- Foster teamwork and leads collaboration of regional priority accounts across Customer Engagement teams for the neuroscience portfolio (e.g. sales, medical, market access and Novartis patient support functions), to enhance involvement from various functional areas and establish connections with partners in different roles to proactively solve problems and remove obstacles.
- Owns account performance with a performance-driven mindset, seeks opportunities to positively impact demand generating functions and owns the achievement of account performance.
- Facilitate efficient communication between Novartis and key accounts, along with internal team coordination, Customer Engagement executives, and other sectors within Novartis. This entails predicting and actively relaying strategic changes that align with the company's objectives and vision, thereby inspiring teams to adjust positively and assuredly.
- Leads a team of Priority Account Managers to drive product pull-through in targeted accounts with accountability and resource alignment, while coaching and supporting associates' growth, ensuring top performance, professionalism, and adherence to Novartis Code of Ethics and policies.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 10+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed sales 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 first-line leadership, demonstrating strategic thinking and an enterprise mindset within but not limited to medical, pharmaceutical, biotechnology sales, account management, or market access roles.

- 2+ years ' experience translating strategy into actionable plans and delivering measurable results in account management.
- 2+ years ' experience leading sophisticated, cross-functional projects requiring national alignment and collaboration.
- Recent US experience (within last 5 years) with deep understanding of US Healthcare ecosystem.
- Proven success in frontline sales and product launches, with strong business acumen, deep healthcare ecosystem expertise, digital engagement proficiency, and the ability to thrive in complex, matrixed environments while building empowered, high-performing teams.
- Candidate must reside within region, or within a reasonable daily commuting distance of 100 miles from the region border. 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:

- Deep expertise in neuroscience account management and a strong track record of strategic second-line leadership, ideally with experience guiding large-scale teams and shaping enterprise-level initiatives.
- Proven ability to build impactful partnerships across healthcare systems, from Academic Medical Centers to C-suite decision makers, while navigating the broader economic forces influencing clinical and operational strategies.

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, 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 \$176,400 and \$327,600 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.

部门
US

Business Unit
Sales

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
Atlanta (Georgia), Georgia, USA

Alternative Location 2
East Hanover (New Jersey), New Jersey, USA

Alternative Location 3
New York City, New York, USA

Alternative Location 4
Washington, DC, District of Columbia, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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