

Executive Director, Market Access Strategy (2 positions)

Job ID
REQ-10068563

12月 12, 2025

USA

摘要

Location:
#LI-Remote

1xrole to support Immunology
1xrole to support Renal/Established Medicines

The Executive Director, Market Access Strategy leads a team that collectively defines and delivers solutions to maintain an industry leading approach to market access. This role is responsible for providing market access perspectives to help inform strategic decision-making. The Executive Director will ensure that the organization has a coherent, well supported, forward thinking, Market Access strategy that optimizes our ability to reach appropriate patients as well as the overall potential value of the portfolio to the organization. This role works cross functionally with multiple internal stakeholders, including Strategic Pricing & Contracting, Therapeutic Area Strategy leads, Policy, Product General Managers, Finance, and Strategy & Growth.

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of

working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require 15% travel.

About the Role

Key Responsibilities:

- Creating a cross functionally aligned market access strategy to optimize the access environment for launch and inline brands, shaping long-term access plans, collaborating cross-functionally to drive payer coverage and affordability, and ensuring sustainable value for Novartis.
- Partnering with internal subject matter experts to understand Market Access external stakeholder business models and management, industry trends, how they may evolve in the future, and the implications to our business/portfolio, including the market access portfolio risks and/or opportunities to optimize coverage and patient access
- Hiring and fostering a team of associates that, together, are experts in all facets of US market access such that they can represent the collective market access strategies across the organization
- Execute access strategies in partnership with broader Market access and US commercial organizations through resource development and deployment, implementation of strategic choices across payer, provider, and channel levers, as well as innovative solutions for an evolving US access landscape
- As a standing member of the Market Access Leadership team and direct report into the Chief Market access officer, help define the strategic direction and core functional strategies for the US Market Access Organization
- Serves as a core member of the Therapeutic Area Alignment Forum, a cross-functional decision-making body providing input into therapeutic area strategies. As the market access representative, you will provide deep functional expertise and specific knowledge of the portfolio's access environment to address the TA ' s most critical priorities, through strong enterprise decision making, strategic partnership and community building
- Working with the Novartis Public Affairs team to assess the potential implications of new or proposed policy changes on our inline and pipeline products
- Ensuring that leadership across the organization is well-informed of Market Access opportunities and challenges. Coordinating rapid, ad hoc assessments of emergent business questions, aligning position, and disseminating throughout the organization
- Developing industry-leading frameworks, tools and resources, with specific focus on Customer engagement and Novartis Patient Support teams
- Working within ethical and compliance policies, ensuring a diverse and inclusive environment free from all forms of discrimination and harassment, adhering with Company policies, state and federal laws and regulations and ensuring those around him/her do the same

Essential Requirements:

- Bachelor ' s degree required; MBA, Pharm D, Health Policy or equivalent preferred
- A minimum of 10 years of pharmaceutical industry experience, with demonstrated ability to lead teams both directly, indirectly, and cross functionally in a matrixed environment. People

management and development experience highly preferred

- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Ability to analyze complex business issues and trends and to synthesize information into clear and compelling insights and recommendations delivered in a persuasive way to the organization
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrixed organization
- Demonstrated prioritization, organizational, and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with high level of self-awareness and curiosity with focus on empowering others
- Proven results-oriented approach (e.g., fails fast to learn faster) and embodiment of an agile, growth mindset
- Proficient in Microsoft Office, particularly PowerPoint and Excel
- Travel as required

Novartis Compensation Summary:

The salary for this position is expected to range between \$214,900.00 and \$399,100.00 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
Marketing

地点
USA

状态
Remote, US

站点

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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