

Director, Access Enablement Analytics

Job ID
REQ-10052909

6月 02, 2025

USA

摘要

This position will be located at the East Hanover, NJ location and will not have the ability to be located remotely.

About the Role

Job Purpose:

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making.

Reporting into the VP Head, Access and Reimbursement Insights & Analytics, the Dir, Access

Enablement Analytics will coordinate and oversee technical support of, and project delivery support to, Pull-Through initiatives for select existing and launch brands (\$2B in annual sales). This individual will collaborate with leadership to design, optimize and monitor Pull-through programs and processes to assess account dynamics and drive continuous effectiveness and growth.

Key Responsibilities:

- Lead regular data analysis to review drug access and utilization patterns, identifying trends, opportunities for cost savings, and areas for improvement
- In collaboration with US Market Access leadership and US Portfolio Strategy franchise leadership, develop analyses and align around a vision of Pull-through excellence and best practices
- Drive efforts to leverage vendor platforms to provide insights on payer coverage on regional and national basis, quality of access and impact of coverage on NVS product access
- Advise on the creation of tools to observe pull-through performance, trend analysis, monitoring and optimization of campaigns
- Build and deliver superior customer experience by creating pull-through dashboards - including access details for existing and launch brands, tools and reporting system
- Lead development of quality control processes, data management, analytics and reporting to provide strategic insight to optimize both Sales and Market Access efforts
- Identify and support for new opportunities to drive Pull-through innovation to increase ROI and profitability (e.g., Sales Effectiveness and targeting)
- Review and enhance data insights on the National / Custom client relationship, CMS reimbursement activities, Commercial and Medicare policies to inform Pull-Through programs
- Lead the team to develop data-backed, personalized access messaging for healthcare providers, ensuring they receive accurate and timely formulary/access updates
- Partner closely with the Account Management Teams, Market Access Portfolio Strategy Team, Commercial Acceleration Team and Field Reimbursement Teams to understand the access landscape and identify opportunities and challenges

Essential Requirements:

Novartis seeks individual with extensive experience in pharmaceutical market dynamics, with a strong focus on formulary management and utilization strategies. The individual should have a proven track record of analyzing prescribing patterns and market trends to drive strategic decision-making and cost-saving initiatives. The candidate must demonstrate expertise in developing and communicating access strategies to healthcare professionals, ensuring alignment with regulatory standards

Education: Bachelor's degree in related field is required; Master of Science and/or MBA preferred

- Minimum of 8 years of experience in the pharmaceutical or healthcare industry, with a deep understanding of forecasting, performance tracking, marketing analytics and strategic decision support
- 3+ years of people management experience
- Strong understanding of overall pharmaceutical contract process and timelines to maximize Pull-Through combined with a deep knowledge of Novartis internal systems and data
- Proven track record of success in the areas of commercial pharmaceuticals and execution,

handling complex analysis, and results

- Experience in analyzing complex situations and processes and effectively integrating and synthesizing the data to form a complete cohesive picture
- Strong interpersonal, communication, influencing, and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated ability to synthesize information to develop recommendations, and ability to persuade / influence organization in pursuit of recommended path
- Ability to interact with a diverse group of people spanning all levels of management, including senior leadership
- Ability to develop and implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment
- Excellent PowerPoint and Excel skills including VBA/macro-programming, broad-based awareness of coverage tools, and background in IQVIA and other CRM engagement platforms such as VEEVA

The pay range for this position at commencement of employment is expected to be between: \$185,500.00 and \$344,500.00/year ; 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.

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>

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:

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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
Universal Hierarchy Node

地点
USA

状态
New Jersey

站点
East Hanover

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

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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