

## AD, Market Access Engagement (Hospital Systems) - Remote

Job ID  
REQ-10055614

10月 02, 2025

USA

### 摘要

As Associate Director, Market Access Engagement (Hospital Systems), you will be a key account manager responsible for the execution of the market access strategies within assigned accounts as it relates to product access and distribution, pricing, discounting, and contracting. This role is responsible for the top hospital and systems accounts for the Novartis product portfolio (oncology and non-oncology). You will serve as the Market Access field lead for your assigned key accounts. You will work in support of cross-functional account teams and will be responsible for executing duties in a collaborative manner with exceptional internal and external communication while following all compliance guidelines. This role will report to the Director of Market Access Engagement.

A successful Associate Director, Market Access Engagement will be driven, collaborative, and able to effectively communicate with customers and cross-functional partners. This role will re-quire in-depth knowledge of Health Systems and the key players involved in decision making. You will be expected to be an experienced account manager, possess broad market access acumen, and demonstrate strong communication skills in a role that is critical to patient access. This role requires expertise in discussing market access topics related to pricing, product purchase contracting, Group Purchase Organization (GPO) contracting, 340b and reimbursement across multiple sites of care and payer types.

This is a remote and field-based role that will require overnight travel. There are multiple openings for this position. #LI-Remote

## About the Role

### Key Responsibilities:

- Deliver Account Business Goals
  - For identified key accounts, accountable for the execution of business-to-business engagement (B2B) for assigned products with site of care business leaders, C-Suite, procurement, and financial leaders across accounts
  - Support optimal product access through execution of contracting that is aligned to strategy
  - Serve as the proactive engagement lead for structured B2B discussions in assigned accounts and provide reactive support to the cross-functional team for B2B market access discussions for identified accounts needing Market Access engagement
- Effectively Communicate and Collaborate with Ecosystem Partners (e.g., Customer Engagement, Novartis Patient Support, Field Medical).
  - Optimize relationships, collaboration and communication with ecosystem partners.
  - Appropriately share insights around customer experience and offer suggestions for process improvements.
  - Provide meaningful insights into market dynamics or competitor activities.
- Ethics and Compliance
  - Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others around him/her do the same.

### Essential Requirements:

- Education: Bachelor ' s degree required; MBA, or equivalent preferred
- Minimum of 5 years relevant experience, including experience in account management, pricing/contracting, patient services or market access roles
- Experience working in a matrixed organization and leading without reporting authority
- Experience operating in highly complex market with operational interdependencies.
- Building on existing expertise market access acumen (formulary decisions, inventory management, clinical pathways, contracting, GPO performance and pull-through, pre-approval delivery, etc.)
- Proven ability to successfully work in a cross functional and collaborative environment, simultaneously handle multiple tasks and to effectively manage and lead without formal direction

The pay range for this position at commencement of employment is expected to be between \$160,300 and \$297,700 per 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:

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](mailto: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  
Field, US

站点  
Field Non-Sales (USA)

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

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

[Apply to Job](#)

---



Job ID  
REQ-10055614

AD, Market Access Engagement (Hospital Systems) - Remote

[Apply to Job](#)

---

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10055614-ad-market-access-engagement-hospital-systems-remote>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Non-Sales-USA/AD--Market-Access-Engagement--Multiple-Positions-REQ-10055614-2>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Non-Sales->

USA/AD--Market-Access-Engagement--Multiple-Positions-REQ-10055614-2