

Director Gross to Net (2 roles)

Job ID
REQ-10055893

7月 07, 2025

USA

摘要

#LI-Hybrid

Location: East Hanover, NJ USA

There are 2 Director Gross to Net openings associated with this job posting.

Step into a high-impact leadership role where your financial expertise will shape the future of Gross-to-Net strategy for a \$10B portfolio. As Director Gross to Net, you ' ll be at the forefront of planning and analysis, collaborating with cross-functional teams across Market Access, Public Policy, and Finance. Your insights will drive accuracy, transparency, and innovation in forecasting and reporting, directly influencing strategic decisions. If you're passionate about making a measurable difference and thrive in a dynamic, fast-paced environment, this is your opportunity to lead with purpose and precision.

About the Role

Key Responsibilities

- Serve as Subject Matter Expert for Gross to Net responsibilities (Commercial or Government) including actual results, expected market evolution (contracting developments and/or regulation changes) and planning assumptions
- GTN Planning and Forecasting: conduct GTN planning processes to support the organization's short and long-term financial goals. Collaborate with US Finance, Market Access, Public Policy, FRA and others to ensure accurate and timely GTN forecasts
- GTN Reporting and Analysis: own the preparation and presentation of accurate and timely GTN reports, including monthly and quarterly performance presentations. Provide regular and ad hoc analysis and interpretation of financial results including identifying key trends, assessing risks and opportunities, and providing recommendations for improvement or corrective action
- Continuous Improvement: drive process improvement initiatives to enhance efficiency, accuracy, and effectiveness of GTN planning including streamlining of financial processes, ensuring consistency across brands and segments, implementing best practices, and leveraging technology to automate routine tasks / reporting / dashboards
- Stakeholder Management: Collaborate and build strong relationships with key enterprise stakeholders including Market Access, Commercial, Public Policy, Finance, external auditors and other key stakeholders on matters related to GTN performance

Essential Requirements

- Bachelor ' s degree in Finance or related field; MBA or advanced degree preferred
- 8+ years of finance experience, including within the pharmaceutical industry
- Strong analytical skills with ability to translate complex data into actionable insights
- Proven experience in financial modeling and forecasting;
- Excellent communication and presentation skills for senior-level stakeholder engagement
- Ability to work cross-functionally in a fast-paced, dynamic environment and manage competing priorities and ambiguity effectively
- Demonstrated ability to lead process improvements and drive operational efficiency
- Strong business acumen and detail-oriented while demonstrating the ability to think strategically to support long-term business goals and financial objectives.
- Proficiency in financial analysis tools and software (i.e. Model N, Breakaway, BPC, Excel, PowerPoint, Power BI, etc.)

Desirable Requirements

- Gross-to-net analysis experience, along with a solid understanding of gross-to-net segment and brand complexities strongly preferred
- Familiarity with U.S. healthcare market access and government pricing regulations

Novartis Compensation Summary

The salary for this position is expected to range between \$160,300.00 and \$297,700.00 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>

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 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

Finance

Business Unit

Innovative Medicines

地点

USA

状态

New Jersey

站点

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Audit & Finance

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)



Job ID
REQ-10055893

Director Gross to Net (2 roles)

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10055893-director-gross-net-2-roles>

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/East-Hanover/Director-Gross-to-Net--2-roles-REQ-10055893-2>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/East-Hanover/Director-Gross-to-Net--2-roles-REQ-10055893-2>