

Oncology Disease Account Lead - Detroit

Job ID
REQ-10058402

7月 23, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity supporting key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

Company will not sponsor visas for this position.

The Oncology Disease Account Lead will have the following responsibilities with a specific focus on oncology disease within large, sophisticated accounts that have a variety of key customers. You will communicate with medical experts and all relevant HCPs within the account to appropriately expand product use, increase market share and properly position the product to generate product demand - all in compliance with Novartis policies and procedures. The Oncology Disease Account Lead will create, coordinate, and implement an account focused commercial business plan to achieve brand goals and align with brand priorities for assigned disease state. In addition to face-to-face interactions, you will skillfully use technology (including virtual HCP interactions and digital resources) to create an impactful experience for key stakeholders within the account.

About the Role

Key Responsibilities:

- Drive demand and impact decision-making of Medical Experts (ME) and all essential HCPs, by challenging existing approach to treatment and compliantly impacting how the ME/HCP views Novartis products, and how to position our product versus competitors to appropriately drive product demand.
- Identify and connect with Medical Expert network on a wider level, and smoothly direct HCP needs to other Novartis partners. All interaction and coordination are to be done in accordance with Novartis policies and procedures.
- Create, manage, and implement account-focused strategic business plans that include reaching account-specific goals that align with Novartis' commercial strategy for the disease state assigned, taking an enterprise view to ensure strategies are customized to customer needs that improve patient care for the disease state assigned, giving feedback to marketing team about competitive environment and when competitive strategy needs adjustment, and knowing and adapting plan to the complex relationships within sophisticated health systems.
- Work together with all cross-functional partners from Novartis and key people from the account and be responsible for commercial collaboration with other Novartis stakeholders to create a 'One Novartis' experience; while knowing well the Novartis staff and resources to offer suitable solutions to customer needs related to patient care and make sure a consistent customer experience is delivered.
- Know the account payor mix well and how to solve common product access issues like buy and bill, billing and coding, and policy updates. Know when to handle issues yourself and when to refer them to Novartis' partner.
- Being able to switch between channels and use digital tools and platforms effectively for virtual engagement to meet customer needs. This involves virtual interactions with HCPs, using Novartis digital resources that improve the patient and customer experience when appropriate, helping customers and making them more at ease with our digital platforms.
- Familiarity with the present and future digital platforms for marketing and sales that can connect with customers (i.e. adaptive targeting, collecting insights), and being comfortable with using sales data reporting tools to analyze trends and combine them with customer insights to find opportunities for growth in territory and customer segments in a rapidly evolving environment.
- Use business analytics, market, therapy, competitor and clinical knowledge to identify opportunities, strengths and trends that can help promote assigned product portfolio and increase sales.

Essential Requirements:

- Bachelor's degree.
- 5+ year's sales experience in healthcare.
- 3+ years of experience in a specialty sales role with proven leadership skills in managing sophisticated accounts (including large academic centers), and experience dealing with issues such as launching products excellently in markets/institutions with multiple partners, creating and sharing account business plans, communicating effectively with various local and national partners, understanding complicated dynamics and partners within institutions

beyond prescribers, addressing access and reimbursement challenges, identifying referral patterns and being able to operate accordingly.

- 1+ year of hematology, oncology, or rare disease experience.
- Proficiency in payer dynamics, distribution, and reimbursement channels, with strong analytical and decision-making capabilities, with the ability to analyze data for insights and adjust strategy.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory 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:

- 3+ years' experience of hematology, oncology, or rare disease experience.
- Account management and current experience within the same local market.

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 \$138,600 and \$257,400 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
US

Business Unit
Universal Hierarchy Node

地点
USA

状态
Field, US

站点
Field Sales (USA)

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

Alternative Location 1
Ann Arbor (Michigan), Michigan, USA

Alternative Location 2
Detroit (Michigan), Michigan, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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1. <mailto:Eh.occupationalhealth@novartis.com>

2. <https://www.novartis.com/about/strategy/people-and-culture>
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