

AD, Channel Insights - Platforms

Job ID
REQ-10061958

9月 12, 2025

USA

摘要

#LI-Onsite

About the Role:

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 ED, Channel Strategy Analytics, this role is crucial in optimizing the distribution network to enhance product accessibility and cost-efficiency.

The AD, Channel Insights plays a crucial role in providing insights and data-driven analytics to support platform, GPO, and BB channel distribution strategies that align with the NVS' mission to enhance patient access to innovative therapies. This role has a responsibility to support a total projected cross-portfolio of \$21B in sales with current pipeline, directly impacting hundreds of thousands of patients.

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

position will require 10% travel as defined by the business (domestic and/ or international).

About the Role

Key Responsibilities:

- Oversee detailed analyses to customize distribution strategies for payer groups, ensuring optimal reimbursement terms within platform and GPO channels.
- Monitor key metrics such as delivery times, inventory levels, and order fulfilment rates to improve the efficiency of platform and GPO operations.
- Assist in developing contracting strategies for launch brands within platform and GPO channels, utilizing advanced modeling techniques.
- Drive strategic impact analyses within platform and GPO channels to inform prescribing behavior trends and assess implications on product uptake.
- Partner with Market Access stakeholders, supply chain, sales, and finance teams to ensure platform and GPO distribution strategies align with overall business goals.
- Prepare reports to senior management, highlighting key findings and recommendations for optimizing platform and GPO distribution channels.

What You ' ll Bring to the Role:

- Education: A bachelor ' s degree in Business Administration, Supply Chain Management, Data Analytics, or a related field; an MBA or advanced degree is preferred

Essential Requirements:

Novartis seeks individual with extensive experience in market access strategy and analytics within the pharmaceutical industry. This individual should have a proven track record of effectively collaborating with market access stakeholders to derive actionable insights. A strong analytical background is essential, with the ability to analyze complex datasets and derive actionable insights to inform distribution strategies. The candidate should be skilled in analyzing the implications of emerging policies and regulations on pricing models and profitability.

- 6 + years of experience in the pharmaceutical or healthcare industry, with a deep understanding of market access dynamics, channel strategies and healthcare delivery
- Experience in the access and reimbursement of specialty products, including pharmacy benefit model, buy and bill model, specialty pharmacy, and working with account management, patient support / field reimbursement teams
- 4+ years of domain expertise in these areas are highly desired: market access, patient service analytics, secondary data analytics, data science, primary market research, and field analytics and insights, or other related strategic analytics and management consulting
- Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business challenges and shaping organizational strategy particularly in therapeutic areas.

- Strong Market Access business acumen with ability to understand and interpret information from multiple sources and translate into actionable recommendations
- Results oriented with excellent communication and collaboration skills; Comfortable working in ambiguity with the ability to challenge traditional thinking to solve problems
- Demonstrated abilities to influence without authority, and develop/foster relationships with senior leadership
- Proven teamwork, collaboration, and people management skills; Ability to work in a dynamic, fast-paced, multifunctional environment

Novartis Compensation Summary:

The salary for this position is expected to range between \$152,600.00 and \$283,400.00 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
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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