

Director, 340B Channel & Pricing Strategy-Remote

Job ID
REQ-10066625

11月 19, 2025

USA

摘要

Location: Remote

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

The Director, Channel & Pricing Strategy, will serve as the strategic team lead for all Channel participants and lead the pricing and strategy for assigned brands and the 340B segment. This role acts as a critical subject matter expert within a segment, providing analytical rigor, strategic recommendations and thought partnership to executive management and Market Access leaders. This position The primary responsibility for this position will be to deeply understand the external marketplace and to create business solutions that meet both external customer and NVS business needs. In order to do so, this individual will be required to work cross-functionally within Novartis while gaining customer insights and 340B segment knowledge to effectively drive customer satisfaction and maximize Novartis business. Additionally, will direct and lead all 340B activities across the enterprise including strategy, operations and financial forecasting.

About the Role

Your responsibilities will include, but are not limited to:

- Deeply understand, monitor, and anticipate evolutions in the marketplace for assigned area of responsibility
- Drive internal and external activities related to the 340B segment including product strategy, account communication, financial forecasting, and performance management.
- Work with Public Affairs, Legal and Market Access teams to develop 340B strategy and policy related to state and federal regulations.
- Develops account specific and portfolio contract strategies in line with Business Unit sales goals and customer needs; aligns Account strategy with other key Sales, Marketing, Medical and Market Access functions and ensures cross-functional support
- Drive strategic account development integrating deeper and broader with to gather competitive intelligence and customer insights to better position NVS brands.
- Develops pricing, contracting and channel strategies for optimal patient access and profitability for assigned new and in-line products focusing on the full commercialization continuum
- Support the development of market access strategies for inline and pipeline products by conducting pre-modeling scenarios for market and competitor analyses, stakeholder and pricing and channel research
- Work within ethical and compliance policies and ensure those around him/her do the same · Ensure a diverse and inclusive environment free from all forms of discrimination and harassment

What you ' ll bring to the role:

Minimum Requirements:

Bachelor ' s degree or equivalent education/degree required, MBA or equivalent preferred

- A minimum of 7 years of pharmaceutical industry, Hospital, Market Access, Pharmacy, Consulting or Payer experience. 340B segment expertise or experience
- Thorough understanding and knowledge of US healthcare economics.
- Extensive experience in healthcare contracting and critical understanding of the changing market landscape
- Proficient in Microsoft Office, particularly PowerPoint and Excel

- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with significant leadership experience and a high level of self-awareness and curiosity with focus on empowering others
- Demonstrates high degree of emotional intelligence, adaptability and creativity in solution-oriented ideation - results-oriented, fails fast to learn faster, and embodies an agile, growth mindset
- In-depth knowledge of patient access, launch excellence, marketing and business processes and ability to analyze complex business issues
- Deep understanding of US pharmaceutical value chain and its business processes
- Travel as required

The salary for this position is expected to range between \$194,600.00 and 361,400.00 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
Marketing

地点
USA

状态
Remote, US

站点
Remote Position (USA)

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

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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