

Director, Acct Mgmt & Pricing Strategy -Remote

Job ID
REQ-10066774

11月 21, 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.

Novartis has operated at the forefront of the managed care industry and is taking further steps to address both the near-term managed care and healthcare systems issues as well as the longer term sustainability of the US pricing and access model. The US pharmaceutical market is large, profitable and still growing. The US healthcare system continues to advance regulatory approaches that favor innovation, including accelerated reviews for break-through therapies. The pharmaceutical pricing and market access environment, however, is under increasing pressure which is causing reductions in access to medications for appropriate patients.

The managed care environment in which Novartis is operating is competitive and getting harder. . Payers are more aggressively managing utilization, and the bargaining power of the Payers has

dramatically improved with the aggressive and widespread consolidation of market power into fewer and fewer entities. Today over 80% of lives are managed by the top 4 payers.

The price of access has risen substantially even over the last three years for our most important products. That trajectory of that trend is set to continue unless we evolve our operating model and staff it with the best talent we can attract to the company. This role will integrate and drive the broader Novartis organization to gain and sustain access.

The Director, Account Management & Pricing Strategy, will serve as the strategic team lead for large National and Contracted Regional Accounts and key inline brands that represent between 10%-20% of the US IM Business or \$2B-\$4B in Gross Sales. This role will be responsible for account development, integrating deeper and broader with large payers to gather competitive intelligence and customer in-sights to better position NVS brands on payer formularies. The Director will develop account specific contracting strategies and lead the implementation of customer contract/pricing programs for assigned accounts. This position is responsible for creating business solutions that meet both external customer and NVS business needs by working cross-functionally with internal executive management while gain-ing customer insights and payer business knowledge to effectively drive customer satisfaction and maximize Novartis business. Additionally, this position will champion the development and cross-functional interaction for optimal US Novartis Innovative Medicines pricing, contracting portfolio and Franchise strategies for assigned in-line, launch and pipeline products.

About the Role

Your responsibilities will include, but are not limited to:

Strategy Development to achieve US Innovative Medicines business goals

- Collaborates with other National Account, Pricing, and Portfolio Strategy
- 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 Managed Care functions and ensures cross-functional support
- Drive strategic account development integrating deeper and broader with large payers to gather competitive intelligence and customer insights to better position NVS brands on payer formularies and lead contract negotiations with key assigned Accounts

Account Management

- Builds relationships with significant national and regional customers and stakeholders; interfaces with key customer to understand their needs, perspective, and issues while recruiting customer sources to deliver competitive intelligence and customer insights in order to effectively guide and design effective customer strategies
- Delivers the Account plans and required financial results for assigned Accounts; works

effectively with colleagues in other functions to achieve Account goals.

- Acts as a product and Account Management expert, providing advice and guidance as required to other business leaders.

Pricing & Contracting Strategy

- 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
- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end Brand payer contract execution
- Support the development of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research

Ethics and Compliance:

- 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 6 years of pharmaceutical industry, Market Access, or payer experience
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Extensive experience in healthcare contracting and critical understanding of PBM, National and Regional Health Plan business, Medicare Part D, Medicare Part B and 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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