

AD, Alternate Site of Care - Remote

Job ID
REQ-10072799

3月 09, 2026

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. This position will require 40% travel

Many of Novartis' s upcoming product launches will be HCP administered products that may require alternative sites of care to support patient access. The Market Access team is looking for highly engaged strategic thinkers who will shape future commercialization of brands for Novartis to help improve patients' access to medicine.

The role of this, Associate Director, Alternative Sites of Care, will operate across the full commercial continuum to facilitate patients' access to treatment even when drug delivery is not available through their doctor or at their doctor' s office. This role falls under the Director of Alternative Site of Care and this person will be accountable for developing and managing business relationships within targeted Alternative Sites of Care across multiple therapies. These Alternative Sites of Care may include stand-

alone infusion centers, infusion/injection management companies, injection networks, and other entities that offer management services in HCP offices, MSO organizations who support HCP offices, employers, home care, etc. Through these relationships, this person leads Novartis' efforts to bring resources and solutions to customers that contribute to better outcomes for patients.

This role will be responsible for working cross-functionally with Account Management, Brand Pricing and Strategy, Payer Marketing, Legal, Compliance, and other cross-functional teams to assess and implement patient access opportunities. Specific job responsibilities will include: strategic account/business planning for the Novartis Pharmaceuticals portfolio by customer, individual account performance against strategic, financial and product access objections, and account collaborations that result in business solutions of mutual benefit to Novartis and the ASOC customer.

The successful candidates will be entrepreneurial, comfortable with ambiguity, highly effective in navigating throughout an organization, and are passionate about patient access

About the Role

Responsibilities will include:

- Implementation of alternate site of care strategy and go-to-market approach.
- Create and maintain data-driven Strategic account plans.
- Develop an extensive understanding of the customers' organizational goals in order to assess their needs and develop plans/programs to meet both the needs of the customer and those of our company.
- Collaborate with Novartis internal stakeholders, including Customer Engagement, NPS, Medical, ERC, Legal and Data and Analytics teams to determine local alternate site needs, align resources, and guide adoption strategies in these sites.
- Drive, Communicate, and Maintain Data Supported Account Analytics to enable business reviews to Internal and External Stakeholders and become a SME on the ASOC landscape
- Represent the outpatient infusion channel within our company, proactively identifying, summarizing, and communicating account needs.
- Maintain a high level of knowledge of the outpatient

Job Description

Minimum requirements:

Education: BS/BA required; MBA ideal

Required Experience:

- 6+ years of pharmaceutical, account management, analytical, pricing or equivalent experience.
- Strong business acumen and strategic thinking/planning
- Experience and broad understanding of medical benefit reimbursement, including Medicare Part B.
- Extensive understanding of healthcare economic drivers, especially related to acquisition and reimbursement and the impact on the decision-making process for providing patient access to new physician-administered therapies.
- Demonstrated ability to communicate account acumen through data and analytics integration

The pay range for this position at commencement of employment is expected to be between \$176,400 and \$327,600/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

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

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b257339ca91706220863"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth < originalWidthValue) {
var config = { targetId:
"kalturaplayer69b257339ca91706220863", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
```

```
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }
```



VIDEO

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