

## Executive Director, Channel Strategy & Account Management

Job ID  
REQ-10073702

4月 06, 2026

USA

### 摘要

#LI-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 Executive Director, Channel Strategy & Management serves as the enterprise strategic lead for Trade, Wholesale, Specialty Distribution, and Group Purchasing Organization (GPO) engagement, representing 100% of the US business with over \$30B in gross sales. This role owns the integrated pricing and channel strategy across in-line, launch, and pipeline products within assigned portfolio, ensuring alignment with evolving customer models, sites of care, and access pathways.

The Executive Director leads negotiation and implementation of customer pricing and contract programs while synthesizing field and customer intelligence to inform enterprise access strategies. This position is accountable for developing scalable, forward-looking channel architectures that address increasing complexity in care delivery, reimbursement, and distribution while balancing patient access, customer sustainability, and business objectives. The role operates as a senior

thought partner to executive leadership and a cross-functional integrator across Sales, Marketing, Medical, Finance, Patient Services and Market Access.

## About the Role

### Key Responsibilities:

- Responsible for complete business ownership of integrated Channel Strategy for in-line and pipeline brands. Develops portfolio Channel contract strategies in line with Business Unit sales goals and customer needs; aligns Channel strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Manages a team of Directors and Associate Directors and provides constant feedback and motivation to team members to drive towards common access and sales goals for the US business
- Creates and implements contract strategies designed to build long-term relationships with assigned accounts, based on deep understanding of the customer organization, structure, business strategy and priorities
- Builds senior level relationships with large accounts 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
- Leads the pricing and contracting function for assigned new and in-line products focusing on the full commercialization continuum to develop pricing, contracting and Channel strategies for optimal patient access and profitability
- Develops contracting and channel strategies leading the negotiation and implementation of customer contract/pricing programs with distribution entities.
- Works closely with Market Access Strategy team, brand teams and pipeline colleagues to effectively prepare organization for new product launches in all relevant customer segments
- Contributes to Channel Strategy leadership team to contribute to team objectives, accomplish priorities, and execute market access functional strategy.

### Essential Requirements:

- Education: Bachelor ' s degree required. MBA or equivalent preferred
- A minimum of 9 years of pharmaceutical industry experience or consulting with significant experience in at least 2 of the following areas: Channel Strategy, Finance, Pricing, or Market Access
- Proficiency or ability to become proficient with emerging technologies, specifically ethical and responsible use of artificial intelligence.
- Thorough understanding, knowledge of and experience with 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
- Ability to design, build and analyze financial data for business cases, consider sensitivities and present to executive leadership

- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Ability to lead, develop, and manage a high-performing team
- Ability to navigate and lead others through a complex business, legal, and operational environment.

#### Novartis Compensation Summary:

The salary for this position is expected to range between \$248,500 and \$461,500 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>

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](mailto: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

Alternative Location 1

East Hanover (New Jersey), New Jersey, USA

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
var config = { targetId: "kalturaplayer69d453218e970993375986", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css: "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { 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: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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