

Director, Market Access Operations & Strategy

Job ID
REQ-10074187

3月 23, 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 Director, Market Access Operations & Strategy is a senior execution leader responsible for identifying, prioritizing, and driving enterprise level operational optimizations across the US Market Access function. This role serves as the Strategy & Operations execution engine for Market Access by translating strategy, data, and insights into scalable solutions and sustained impact. The Director owns the end-to-end lifecycle of cross functional initiatives, from opportunity identification in partnership with key stakeholders and workstream initiation through implementation, adoption, and performance management. Operating in a highly matrixed environment across leadership and with competing priorities, this role requires an approach focused on problem solving, exceptional synthesis and communication skills, and the resilience to drive progress in complex, ambiguous situations. The Director partners closely with the Chief Market Access Officer and Head of Market Access Operations to effectuate efficiencies and enable operational excellence, clarity, and speed

across the function.

About the Role

Key Responsibilities:

- Identify, assess, and prioritize enterprise level operational opportunities across US Market Access, translating complex inputs into clear problem statements and value backed initiatives
- Own and operate a disciplined intake, prioritization, and governance framework to align leadership on focus areas, tradeoffs, and resource allocation
- Lead cross functional strategy and operations initiatives end to end, including scope definition, governance, milestones, risk management, and success metrics
- Drive senior level alignment and decision making across a highly matrixed organization, influencing without authority to resolve conflicts and unblock execution
- Translate approved strategies and solutions into executable implementation plans, including pilots, rollout, change management, and adoption reinforcement
- Ensure initiatives are embedded into operating rhythms, performance management, and ways of working to deliver sustained, measurable impact
- Design and maintain governance structures, dashboards, and executive ready materials that provide decision grade insights on progress, risks, and outcomes
- Develop and scale frameworks, tools, and standards that improve efficiency and consistency across Market Access execution (e.g., market research, forecasting, creative, and planning processes).
- Identify capability gaps and lead capability building efforts through playbooks, standards, and enterprise learning to institutionalize best practices
- Enable clear communication and shared understanding across the Market Access organization through structured forums, knowledge sharing, and internal engagement

Essential Requirements:

- Education: Bachelor ' s degree required; MBA, PharmD, Health Policy, or equivalent preferred
- Minimum 7 years of experience in Market Access, Strategy & Operations, Management Consulting, Transformation Leadership, or equivalent roles driving complex, cross functional execution
- Demonstrated ability to structure ambiguous problems, synthesize disparate inputs, and translate insights into actionable solutions
- Ability to analyze complex business issues and trends and to synthesize information into clear and compelling insights and recommendations delivered in a persuasive way to the organization
- Proven track record leading initiatives through implementation and sustained adoption
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrixed organization
- Experience influencing without formal authority in matrixed organizations
- Proven results-oriented approach (e.g., fails fast to learn faster) and embodiment of an agile, growth mindset
- Awareness and understanding of US healthcare dynamics and different stakeholder

perspectives on pharmaceutical value

Desirable Requirements:

- Consulting background or internal enterprise Strategy & Operations role
- Familiarity with Market Access, payer dynamics, or healthcare commercialization

Novartis Compensation Summary:

The salary for this position is expected to range between \$194,600 and \$361,400 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 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, USA

Functional Area
Market Access

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("kalturaplayer69c50bbb52c13104446009"); 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  var config = { targetId:
"kalturaplayer69c50bbb52c13104446009", 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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