

# Associate Director, Issue Advocacy & Strategic Alliances

Job ID  
REQ-10028360  
Nov 11, 2024  
USA

## Summary

The Associate Director, Issue Advocacy & Strategic Alliances will execute and contribute to comprehensive public affairs issue advocacy campaigns that advance the goals of the US business. In partnership with Issue Advocacy team, this person will serve as a key point of contact with external advocacy organizations that are active in state and federal health policy debates, ensuring a Novartis approach to policy alignment and advocacy. Simultaneously, he/she will serve as US Patient Advocacy's designated partner to key externally facing Novartis functions, including Communications, Patient Advocacy, Medical Affairs, to ensure a collaborative and integrated approach in support of US business priorities.

Novartis will not sponsor visas for this position.

This role is required to be in our Washington D.C. office 3x/week. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

## About the Role

### Key Responsibilities:

- Drive advocacy campaigns in coordination with US Government Affairs, Public Policy, and other internal teams to execute state and federal public affairs strategies aligned with specific product and cross-portfolio business objectives that shape a favorable operating environment and advance patient access.
- Cultivate of a well-developed network, including at the state level, that provides access to key stakeholders, critical intelligence, and ability to anticipate future policy landscape.
- Engage and educate advocacy leaders, including executives within business organizations, medical societies, and state and national advocacy organizations, on Novartis policy priorities and related solutions.
- Educate the US PA organization about key political, resource, and engagement dynamics related to third party organizations and provide strategic insights to inform public affairs strategy development, as appropriate.
- Develop quantitative analyses and insights related to third-party advocacy efforts to inform and drive a proactive, predictive, and strategic long-term engagement strategy.
- Serve as US PA's designated partner to key externally facing Novartis functions, including Communications, Patient Advocacy, Medical Affairs, to ensure a collaborative and integrated approach in support of US business priorities.
- Monitor budget and related resources, identify and work with internal partners and external vendors,

establish operating frameworks and metrics, and drive initiatives to completion.

- Represent Novartis on select alliance committees of trade associations and in key working groups, shaping their alliance agendas and advancing Novartis priorities at trades in coordination with other US PA trade association leads.

### **Key performance indicators:**

- Operate as a trusted advisor to key Novartis leaders while learning, understanding and steering US business interests.
- Identify, inform, and contribute to predictive Public Affairs strategies with long-term objectives in mind for key US therapeutic areas and brands that drive business objectives with demonstrated results.
- Effective communications that provide colleagues with pertinent information on how the US political and policy environment for relevant third-party organizations impacts the US commercial function and what US PA is doing in response.
- Advancing Novartis advocacy priorities at trade organizations and shaping their alliance agendas, with particular emphasis at the state level.
- Ability to navigate high-impact, high-risk and complex situations within a highly matrixed organization

### **Essential Requirements**

- Undergraduate degree required. Masters level degree or equivalent in law, public policy or health administration is preferred.
- 5+ years of professional experience preferably in pharmaceutical or health care industry; experience in Public Affairs, specifically working with elected officials, executive level management, patient groups, advocacy community, and industry associations; and successfully working within a corporate structure.
- Deep knowledge of US political and policy landscape; key government health programs (e.g. Medicare, Medicaid); patient advocacy community; and the interplay of the above.
- Strong understanding of pharmaceutical industry business model, the intersection of business and public policy and macro healthcare trends.
- Experience working in and across communications, advocacy, and policy functions and developing strategies that bring all functions together for a successful result.
- Experience developing and executing issue campaigns around health policy topics.
- Proven ability to communicate business critical information at senior levels and to reconcile multiple stakeholders. Experience working with senior level and/or c-suite executives.
- Excellent project management capabilities.

**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>

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**Commitment to Diversity & Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$174,400 - \$261,600 / year; however, while salary ranges are effective from 1/1/24 through 12/31/24, 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.

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### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. 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. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

### **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.

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Business Unit  
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