

# Director, Market Access Early Pipeline - Remote

Job ID  
REQ-10037647  
Jan 30, 2025  
USA

## Summary

Location: Remote

The Director, US Market Access Early Pipeline is part of a team that collectively helps shape the future of Novartis. This role is responsible for market access assumptions to inform how we invest across our pipeline, including choice of indications and key clinical trial design elements.

The Director, US Market Access Early Pipeline will be assigned to one of the 4 core disease areas and could be supporting pipeline assets as early as proof of concept through the initiation of the Phase 3 clinical program. Guidance helps to inform asset go/no-go decisions as well as the level of investment required for further development. When assessing assets at proof of concept, this role creates Market Access disease area opportunity assessments to inform R&D focus and establish minimal viable data to support a commercial business case.

The Director, US Market Access Early Pipeline works cross functionally with multiple US and Global stakeholders. In close collaboration with International Market Access team members, the Director will ensure that the organization has a coherent, well supported Market Access disease area strategy that optimizes our ability to reach appropriate patients in the US as well as the overall potential value of the product to the organization.

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 10% travel.

## About the Role

### Key Responsibilities:

- Providing US Market Access forecasting assumptions, including pricing (gross and net) over time, anticipated payer coverage, and the implications quality of coverage on physician demand and patient Rx fulfillment for assets and indications
- Developing strategies to optimize payer coverage, patient access, and revenue for assets being considered across multiple indications and therapeutic areas
- Conducting relevant payer market research, analyzing secondary data, and incorporating internal Novartis experience to inform recommendations
- Assessing clinical trial designs for potential market access risks and/or opportunities to optimize coverage

and patient access (e.g., formulation, dosing, outcomes, potential data that would support positive coverage determinations, choice of comparator, potential cost-offset data)

- Collaborating across multiple teams within the US and Global organizations to create disease area assessments for assets at proof of concept and ensuring that the organization understands what it would take to be commercially successful in different disease areas, including the key criteria needed to support a commercial case and decision to progress an asset into phase 2

### **What You'll Bring to the Role:**

**Education:** Bachelor's degree required; MBA, Health Policy or equivalent preferred

### **Essential Requirements:**

- Minimum of 7 years of pharmaceutical experience in Market Access, Marketing, Managed Care Finance, Insights & Analytics or Business Development
- Ability to manage through influence in a matrixed environment
- Awareness and understanding of US healthcare dynamics and the drivers of pharmaceutical value
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrix organization
- Ability to analyze complex business issues and trends and to connect commercial, financial, and clinical perspectives to develop enhanced value propositions
- Demonstrated high degree of emotional intelligence, adaptability, and creativity

**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 \$204,400.00 and \$379,600.00/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.

**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 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.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

Remote, US

Site

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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