

Director, Market Access Engagement - Advanced Platforms-West-Remote

Job ID
REQ-10040629
Feb 18, 2025
Estados Unidos

Resumen

Location:

West: This is a remote and field-based role that covers the following, but not limited to: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming. The individual must live within the geography and must be near major metropolitan airport; Travel, as required, and potentially on short notice.

As Director, Market Access Engagement – Advanced Platforms you will be responsible for the market access functional responsibilities associated with the onboarding of new Advanced Platforms treatment sites and ongoing market access support that is required for established sites. You will be responsible for the execution of these duties in the identified key accounts across the Novartis Advanced Platforms portfolio (Radioligand, Cell, and Gene Therapies). Additionally, you will serve as the lead for internal coordination between the Market Access Advanced Platform field team and the channel, pricing, and market access strategy teams for your assigned key accounts. You will work in support of a cross-functional account team and will be responsible for executing duties in a collaborative manner with exceptional internal and external communication. This role will report into the Executive Director of Channel Strategy, Advanced Platforms.

A successful Director, Market Access Engagement – Advanced Platforms will be driven, collaborative and able to effectively communicate with customers and cross functional partners. You will be expected to deliver account engagement excellence and possess strong project communication skills in a role that is critical to patient access to Advanced Platforms therapies. The Director, Market Access Engagement – Advanced Platforms will need to comfortably engage customer accounts and lead discussions centered around non-clinical barriers across multiple sites of care. This role requires expertise in discussing market access topics related to pricing, product purchase contracting, Group Purchase Organization (GPO) contracting, and Advanced Platforms reimbursement across multiple sites of care and payer types.

The role will require overnight travel up to approximately 50% of the time. This is a field-based position.

About the Role

Major Accountabilities

Deliver Account Opening and Maintenance Business Goals

- For identified key accounts, responsible for the execution of business-to-business engagement (B2B) for

Advanced Platforms products with site of care business leaders, C-Suite, procurement, and financial leaders across community clinic and health system accounts.

- Present appropriate stakeholders at assigned accounts with their pricing, contract & rebate structure & invoice payment timing information.
- Support optimal product access through execution of contracting that is aligned to strategy
- Utilize rebate calculator and approved practice specific analytical resources with appropriate customer stakeholders to educate on available pricing terms
- Serve as proactive engagement lead for B2B discussion in assigned accounts, and reactive support to cross functional team for B2B market access discussions for identified accounts with a need for Market Access engagement.
- Serve as escalation points for account engagement related to purchase agreements, pricing, contracting, collections and accounts receivable.

Effectively Communicate and Collaborate with Ecosystem Partners (e.g., Customer Engagement, Novartis Patient Support, Field Medical).

- Provide input and feedback to the IPST through the market access strategy team as it relates to B2B engagement field insights.
- Provide feedback to the market access strategy team regarding resource and content development to be used by Advanced Platforms Market Access and other cross functional field teams.
- Coordinate and share account field insights with the channel strategy teams. Optimize relationships, collaboration and communication with ecosystem partners.
- Maintain account status and activity progress, share as required with functional partners.
- Activate and management of internal processes required to accomplish KPI's.
- Appropriately share insights around customer experience with Advanced Platforms and offer suggestions for process improvements.
- Provide meaningful insights into market dynamics or competitor activities.

Technical Skills/Knowledge

- Proven ability to successfully work in a cross functional and collaborative environment, simultaneously handle multiple tasks and to effectively manage and lead without formal direction.
- Ability to manage competing priorities
- Demonstrated ability to manage complex projects and plan for successful outcomes.
- Excellent communication and presentation skills.
- Strong problem solving, business planning and analytical skills
- Ability to obtain and maintain credentialing in order to work with and visit all assigned accounts and healthcare systems.
- Overnight travel up to approximately 50% of the time; some territories will require airline travel and over-night stays in order to perform the essential functions of the role.

Leadership/Organizational Skills:

- Proven ability to collaborate with multi-disciplinary teams.
- Proven leadership skills, especially leadership without direct authority.
- Strong stakeholder management and strategic project management skills
- Exceptional verbal and written communication skills
- Ability to communicate and build relationships at all levels within the organization
- Proactive, hands-on approach.

- Valuing collaboration and teamwork over self-interest.

Education /Experience

Bachelor's degree required; MBA, or equivalent preferred

- Minimum of 7 years in account management or patient services or market access roles with cross-functional responsibility a key component
- 3 years of Oncology, Medical Device/Complex Therapeutics, Nuclear Medicine, radiopharmaceutical, or radiation therapy experience preferred
- Pricing, contracting, or account management experience OR minimum 3 years pharmaceutical sales experience.
- Financials (formulary, contracting, GPO, pricing negotiation)
- Experience operating in highly complex market with operational interdependencies.
- Experience coordinating and collaborating with HQ based strategy functions.
- Building on existing expertise in all things coverage-related with payers and health systems (formulary decisions, inventory management, clinical pathways, contracting, GPO performance and pull-through, pre-approval delivery, etc.)
- Track record of results and able to execute with a collaborative mindset.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

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 \$194,600.00 and 361,400./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.

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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:

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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.

División

US

Business Unit

Innovative Medicines

Ubicación

Estados Unidos

Estado

Field, US

Sitio

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Los Angeles (California), California, Estados Unidos

Alternative Location 2

Phoenix (Arizona), Arizona, Estados Unidos

Alternative Location 3

Salt Lake City (Utah), Utah, Estados Unidos

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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