

# AD, Account Management & Pricing Strategy

Job ID  
REQ-10022091  
Sep 18, 2024  
Etats-Unis

## Résumé

Location: 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. This position will require travel as defined by the Hiring Manager.

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a di-verse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With a strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

Job Purpose:

The Associate Director, Account Management & Pricing Strategy, plays an important role across the full commercialization continuum to ensure thorough and accurate pricing and contracting analyses. Re-sponsible for developing and supporting work with across functional teams to assess and develop contracting opportunities, provide customer negotiation support for contract bids, execute contracts, and monitor contract effectiveness. Support the development and execution of account value-based pricing analyses, framework, and process to evaluate WAC/NET pricing, payer reimbursement impact and contracting/discounting strategies for assigned franchise.

## About the Role

**Your responsibilities will include, but are not limited to:**

- Support the development of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and payer research
- Collaborate with Franchise teams and cross-functional stakeholders including global counterparts, policy, HEOR and finance to manage activities and work on pricing and contracting approvals
- Support with launch WAC, contracting strategy and WAC maintenance through lifecycle.
- Assist in the development as well as manage and maintain reimbursement and contracting strategies through-out product lifecycle that align with optimal market performance

- Support the strategic and financial evaluation of potential contracting efforts, customer negotiations and end-to end Brand payer contract execution.
- Assists ED with account plans and required financial results for own Accounts; works effectively with colleagues in other functions to achieve Account goals.
- Builds relationships with significant 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
- Work within ethical and compliance policies and ensure those around him/her do the same
- Ensure a diverse and inclusive environment free from all forms of discrimination and harassment

**What you'll bring to the role:**

**Minimum Requirements:**

- Education: Bachelor's degree or equivalent education/degree required; MBA or equivalent preferred
- A minimum of 5 years of experience, with a focus on Market Access, consulting or payor
- Thorough understanding and knowledge of 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
- Proficient in Microsoft Office, particularly PowerPoint and Excel
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with significant leadership experience and a high level of self-awareness and curiosity with focus on empowering others
- Demonstrates high degree of emotional intelligence, adaptability and creativity in solution-oriented ideation – results-oriented, fails fast to learn faster, and embodies an agile, growth 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 \$174,400.00 and 261,600.00/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.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:  
<https://talentnetwork.novartis.com/network>

**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

Emplacement

Etats-Unis

Site

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Accès au marché  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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