

# AD, Market Access TA Strategy- Hematology

Job ID  
REQ-10022566  
Sep 17, 2024  
Etats-Unis

## Résumé

Location: East Hanover, NJ

This position will be located at the East Hanover site and will not have the ability to be located remotely. This position will require travel as defined by the business (domestic and/ or international).

Please note that this role would not provide relocation and only local candidates will be considered.

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.

The Associate Director, US Market Access Therapeutic Area Strategy, Hematology is responsible for supporting the optimization of the market access strategy for launch and inline brands through the delivery of the tactics designed to achieve the market access strategy. This role will work across the US market access organization to ensure that different subgroups are involved and/or informed in tactical execution as appropriate (i.e., Strategic Pricing & Contracting, Commercial Access Integration, Patient & Support Services, Finance). Additionally, this individual will ensure that market access tactics are executed against across the broader affected organization (i.e., the Product, Integrated Marketing, and Customer Engagement Organizations). The overarching objective is to ensure that each of our products is positioned for optimal payer coverage, affordability for appropriate patients, and durable value for Novartis over time and as the product matures and/or extends into new indications.

## About the Role

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

- Functioning as a point of contact for US product teams
- Assisting in the development of annual Market Access product-specific tactical plans and partnering with brand and other Market Access teams to ensure that annual budgets are secured
- Engaging with the Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently and market access strategies are seamlessly executed upon across the organization
- Supporting annual forecast activities
- Socializing US market access product strategies as appropriate with US Product Leads

- Supporting development of critical market research including development of qualitative and quantitative areas of study, and determining fundamental go-to-market principles to achieve optimal product commercialization
- Managing vendor RFP process and ensuring contracting compliance
- Responsible for managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget
- Working closely and engaging with Legal, Compliance, Brand and Marketing teams to ensure tactics are aligned and implemented in an expeditious and compliant manner
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Works within ethical and compliance policies, ensures a diverse and inclusive environment free from all forms of discrimination and harassment, adheres with Company policies, state and federal laws and regulations and ensures those around him/her do the same.

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

Experience:

- Minimum of 5 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- Awareness and understanding, and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Success in the areas of commercial pharmaceuticals and a track record of execution and results
- Ability to recognize complex relationships and market dynamics and to synthesize simplified, direct and effective communications
- Strong interpersonal, communication and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Ability to consistently meet deadlines and manage multiple projects with potential interdependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to adapt to changes within the internal and external environment
- Proficient in Microsoft Office, particularly PowerPoint and Excel
- Travel as required

**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>

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<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

East Hanover  
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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