

Director, Channel Operations Strategy, Advanced Platforms

Job ID
REQ-10078820
май 26, 2026
США

Сводка

#LI-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 up to 20% travel.

The Director, Channel Operations Strategy, Advanced Platforms will serve as the strategic operations lead on the Market Access Channel Strategy team to design and implement innovative channel operations and market access field engagement models to support key inline buy and bill brands specific to Advance Platform Products (e.g., Cell Therapy, Gene Therapy, and Radioligand Therapy).

This role will lead the development and implementation of operational models to support CGT and RLT product distribution, dispensing, pricing, contracting, and business-to-business field engagement strategies for new launch and inline brands. Additionally, the role will support the creation of commercial data and field strategies to enable strategic pull through, monitoring, and improvement to channel strategies across the CGT and RLT portfolio. This leader will directly guide implementation of account pricing, channel (distribution, dispensing, and pricing) contracting, leading the negotiation and implementation of channel programs for assigned accounts in collaboration with finance, contracting, and trade operations teams.

This position is responsible for creating operational strategy and solutions that meet both external customer and Novartis business needs by working cross-functionally with internal executive management while gaining appropriate customer insights and business knowledge to effectively implement channel access strategy.

About the Role

Key Responsibilities:

- Lead the implementation of Cell & Gene Therapy and RLT portfolio contract strategies for distribution, dispensing, pharmacy, and group purchasing organizations in line with Business Unit sales goals and customer needs
- Align strategy with other key Sales, Marketing, Medical and Market Access functions and ensures cross-functional support
- Develop field operations models and data capabilities to organize and plan business-to-business market access field engagement and impact monitoring
- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to-end channel partner contract execution

Essential Requirements:

- **Education:** Bachelor's degree required; MBA, or equivalent preferred
- Minimum of 7 years of pharmaceutical industry, Market Access, Pharmacy, Consulting or Payer experience
- 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 distribution, group purchasing organization, and pharmacy business models
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- In-depth knowledge of patient access, launch excellence, marketing and business processes and ability to analyze complex business issues
- Deep understanding of US pharmaceutical value chain and its business processes
- Strong capabilities in commercial and field data analytics and enablement

Desirable Requirements:

- People leadership experience preferred
- Previous cell and gene therapy, rare disease, radioligand therapy, radioligand imaging and/or high cost specialty medical benefit experience preferred

Novartis Compensation Summary:

The salary for this position is expected to range between \$194,600 and \$361,400 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. 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.

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.

Дивизион

US

Business Unit

Marketing

Место

США

Состояние

Remote, US

Сайт

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover, New Jersey, США

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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