

Director, US Market Access Strategy, Immunology

Job ID
REQ-10085276
abr 13, 2026
CША
Available in: English

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.

Imagine shaping how innovative immunology therapies reach the patients who need them most. As Director, US Market Access Strategy, Immunology, you will play a pivotal role in defining and advancing access strategies that help patients access life-changing medicines while driving sustainable value for Novartis. Working at the intersection of strategy, innovation, and cross-functional collaboration, you will partner with leaders across Market Access, Marketing, Patient Support, Finance, and Customer Engagement to develop forward-looking access plans, influence key business decisions, and help maximize the impact of our immunology portfolio. If you are energized by solving complex market challenges, leading through influence, and making a meaningful difference for patients, this is an opportunity to help shape the future of healthcare.

About the Role

Key Responsibilities:

- Functioning as the key point of contact for US Integrated Product Strategy Teams (IPST), representing market access function for all relevant product/platform meetings and ensuring that other Market Access functions are involved and present as appropriate
- Design, develop, and execute an integrated 3- to 5-year strategic access plan in collaboration with market access sub-functions, which includes integration of short- and long-term access strategies/tactics in an annual product planning process
- Engaging with the Novartis Patient Support, Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently, and market access strategies are seamlessly executed upon
- Partnering with Payer, Pricing, and Channel Strategy to ensure that annual forecasts are accurate and reflect the latest market events
- Socializing US market access product/platform strategies as appropriate with Executive Leadership, ensuring the US Leadership Team is well-informed of access opportunities and challenges at any given time
- Partnering with brand and other Market Access teams to secure annual budgets and ensure tactical plans support the Market Access product strategies
- 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
- Oversee 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
- 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

Essential Requirements:

- **Education:** Bachelor's degree required; MBA, Healthy Policy or equivalent preferred
- Minimum of 7 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Familiarity with the pharmacy benefit and specialty landscape
- 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, influencing and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated ability to manage multiple projects with potential inter dependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment

Desirable Requirements:

- Buy and bill experience
- Immunology therapeutic area experience

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
Other
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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