NOVARTIS

Associate Director, Oncology Priority Accounts – CA

Job ID
REQ-10090551
Окт. 23, 2026
США

Сводка

#LI-Remote

This is a field-based and remote opportunity supporting key accounts in an assigned geography.
Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

The Associate Director, Oncology Priority Accounts drives product pull-through in targeted Priority Accounts and Affiliated Healthcare Systems within the oncology brand portfolio. This role involves developing and implementing strategic business plans, collaborating with various departments to execute institution-centric programs, and building key business relationships with senior partners. The Associate Director, Oncology Priority Accounts, will engage with decision makers to enable account buying and HCP ordering of Novartis products, while generating insights into new business opportunities. Expertise in the US healthcare landscape and health system structures are essential.

About the Role

Key Responsibilities:

- Understand the needs of customers at all levels, from departments to C-Suite, and leverage insights into account dynamics, strategic direction, and the impact of internal and external factors on Oncology business within organized customer groups/networks.
- Develop strategic plans in collaboration with the Regional Managing Director and Regional Sales Director that advance Novartis's objectives and address account interests and needs. Co-own pre-launch strategy and execution by facilitating collaboration across HQ, account, and Region Executive Teams.
- Build strategic customer relationships to enhance engagement between Novartis and the account, by consulting with a diverse array of partners (HCP and non-HCP) to understand business priorities and align accordingly.
- Identify opportunities for collaboration and engagement with account C-Suite and D-Suite and serve as the primary Oncology point of contact, alongside Regional Managing Director and other account leads, to establish executive and HQ exchanges.
- Create opportunities for internal cross-functional collaboration that pave the way for engagement across other functional areas, while building partnerships, with RMD support, to eliminate barriers and proactively create solutions.
- Own account performance across the portfolio, seeking opportunities to positively impact demand-generating functions and leading the achievement of account performance by providing solutions where challenges and ambiguity exist.
- Lead effective communications between Novartis and priority accounts, as well as with internal account teams, CE Leadership, and other Novartis functions. Understand and communicate strategic shifts that align with the organization’s goals and vision, encouraging teams to adapt with confidence.
- Manage multiple critical priority accounts, which may have less complexity or overall impact on Novartis Oncology compared to the most critical priority accounts.

Essential Requirements:

- Bachelor’s degree required from 4-year college or university.
- 8+ years’ experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams; inclusive of at least 2 different types of cross-functional roles and / or experiences. We also welcome candidates from other complex environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- 2+ years’ experience in project management and translation of strategy into execution
- 2+ years’ experience leading complex projects requiring cross functional and national alignment.
- Track record of exceptional performance and execution that drives results.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver’s license.

Desirable Requirements:

- Experience calling on assigned oncology accounts.
- 3+ years’ experience in account management covering Academic Medical Centers, Integrated Health Systems, GPOs and/or Large Community Oncology Integrated Networks.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver’s license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19

at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between $168,000 and $312,000 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
Sales
Место
США
Состояние
Field, US
Сайт
Field Non-Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Los Angeles (California), California, США
Alternative Location 2
San Francisco (California), California, США
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

Job ID
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