NOVARTIS

Regional Accounts Associate Director, Neuromuscular – Pennslyvania / West Virigina

Job ID
REQ-10091405
Ноя. 02, 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 Regional Accounts Associate Director (RAAD), Neuromuscular is a hybrid, field-based role focused on building strong partnerships with key accounts, driving demand, and supporting clinical and reimbursement needs across designated treatment centers. With a focus on rare disease, this role brings visibility into each patient journey, helping ensure timely, seamless access to therapy. Working cross-functionally with Commercial, Patient Services, Trade & Distribution, and Medical Affairs, the Regional Accounts Associate Director plays a vital role in delivering coordinated, high-quality support to both providers and patients.

About the Role

Key Responsibilities:

- Drive growth of Novartis Neuromuscular brands with professionalism and integrity, ensuring all engagements align with approved product labeling and comply with legal, regulatory, and industry standards; and uphold ethical practices in all communications and interactions.
- Lead thoughtful account management across the patient journey, offering support from enrollment through infusion where appropriate.
- Engage and educate key stakeholders on clinical data, including efficacy and safety, to build understanding and confidence in treatment options by translating complex information into actionable insights.
- Collaborate with healthcare providers and institutions to develop tailored account strategies that optimize resource utilization, while ensuring seamless product access by managing the full treatment center workflow, from enrollment through reimbursement and distribution, with a strong focus on service excellence.
- Build and maintain strategic relationships with hospital staff, clinical leaders, care teams, and access stakeholders to provide guidance on insurance requirements, and proactively address access challenges to support timely and equitable patient care.
- Maintain deep expertise in payer-specific coverage policies and access procedures, proactively identifying and resolving potential barriers to ensure timely and uninterrupted product availability for eligible patients.
- Continuously assess territory dynamics to uncover opportunities for innovation and process optimization, while expanding treatment networks and referral pathways to elevate account experience and support long-term growth.
- Collaborate with cross-functional partners to provide timely guidance on site readiness, patient onboarding, product delivery, and reimbursement.
- Support the end-to-end prescription journey with a strong focus on coordination, clarity, and exceptional customer experience.

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, including meaningful engagement with payer and reimbursement landscapes. 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.
- Possesses a strong track record in supporting the launch of specialty or biologic therapies, with familiarity in specialty pharmacy and/or Buy & Bill environments, with deep knowledge of operational workflows and patient access strategies.
- Strong understanding of the US healthcare ecosystem (within 5 years), with recent experience navigating market dynamics and access considerations.
- Proven ability to manage complex, high-impact accounts – including large academic and integrated health systems – while leading through influence and partnering effectively across cross-functional teams in a collaborative, matrixed environment.
- Verified extensive understanding of customers and cross-functional teams, robust business acumen, and expertise in technology and digital engagement.
- Demonstrates exceptional communication, active listening skills, relationship-building and strategic thinking skills with the ability to build trust, manage relationships across all organizational levels and turn insights into thoughtful, actionable plans.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 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:

- 3+ years’ experience in the commercialization of rare disease or specialty biopharmaceutical therapies, with a proven history of consistently achieving or surpassing strategic business objectives.
- Prior experience supporting key accounts, complemented by cross-functional experience (e.g., Sales, Marketing, Medical, or Market Access), a strong understanding of institutional selling in neuromuscular, and a track record of preparing markets and teams for successful product launches or indication

expansions.

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.

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
Charleston (West Virginia), West Virginia, США
Alternative Location 2
Philadelphia (Pennsylvania), Pennsylvania, США
Alternative Location 3
Pittsburgh (Pennsylvania), Pennsylvania, США
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular

Shift Work
No

Job ID
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