

# AD, Market Access Engagement Operations

Job ID  
REQ-10078328  
Июн. 22, 2026  
США  
Available in: English

## Сводка

#LI-Hybrid

The ideal location for this role is the East Hanover, NJ site but remote work may be possible (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. If associate is remote, all home office expenses and any travel/lodging to specific East Hanover, NJ site for periodic live meetings will be at the employee's expense. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

As an important member of the Market Access Engagement team, this individual's responsibility will support the Engagement teams in achieving key business objectives and through the management and coordination of business-critical work streams and events. Key job duties include planning, coordinating and managing strategy and field team operations, including implementation and ongoing maintenance of initiatives from Market Access, Brand, and Training. Operates with a solutions-oriented mindset, strong interpersonal and presentation skills, executive presence, and proactively takes initiative to problem solve.

## About the Role

### Key Responsibilities:

- Accountable for proactively monitoring business performance and execution (including field force key indicators); recommending business solutions and course correction tactics as needed to drive performance, develops reporting mechanisms and key indicators to clearly communicate Field Force performance utilizing strong analytical skills
- Ensure TA initiatives, resources/training, and account target lists are aligned and clearly communicated to market access engagement team(s)
- Support the facilitation of quarterly business reviews with Market Access Leadership Team
- Liaise and work with channel leadership, IDS, and market access strategy to design, implement and track -field driven programs
- Support the operational effectiveness of the Market Access Engagement teams
- Creates and manages processes to streamline workflow, adapts to continuous changes, prioritizes tasks, and stays ahead of the planning process and employs project plan tracking to ensure projects stay on task and timelines are met
- Assist in coordination & support of the field force in tactical execution and projects including: Project Communications & Tactical roll out, training requirements and coordination of Market Access Meetings including Launch Meetings and Business Review Meetings

### Essential Requirements:

- **Education:** Bachelor's Degree required
- Minimum of five years of pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 different types of cross-functional roles/experience
- 2+ years leading complex projects
- Strong analytical skills and critical thinking to diagnosis business issues and incorporate into development or adjustment of strategies, plans and tactics to achieve business objectives
- Excellent business/commercial acumen needed; demonstrates ability to self-start, initiate and to deal with ambiguities
- Experienced in establishing and cultivating relationships; able to collaborate effectively with key stakeholders and partners across the organization
- Uses diverse and varied approaches to persuade, negotiate and influence operational decisions

### Novartis Compensation Summary:

The salary for this position is expected to range between \$160,300 and \$297,700 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.

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.

Дивизион

US

Business Unit

Marketing

Место

США

Состояние

New Jersey

Сайт

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Distant Employee - Distant Working Arrangement (DWA) (USA), Distant Working Arrangement, US, США

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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