

# Associate Director, Market Access Portfolio Strategy

Job ID  
REQ-10075903  
апр 17, 2026  
CUSA

## 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 travel as defined by the business.

The Associate Director, Market Access Portfolio Strategy will be part of the Market Access Portfolio Strategy team, which informs how Novartis understands the US Market Access landscape and its impact on business strategy. In particular, the group seeks to better understand key market dynamics and their anticipated evolution over a 5-10+ year time horizon to inform forecasting and above-brand strategy. Important trends include shifts in Medicare enrollment, benefit design and cost-sharing evolution, erosion curves, healthcare expenditure, and the potential implications of proposed or actual policy on our business. This team also develops executive presentations to disseminate key findings and support informed decision-making across the organization.

The Associate Director, Market Access Portfolio Strategy will support the Directors of Market Access Portfolio Strategy identify and understand leading indicators of market evolution by ensuring that trend data and strategic narratives are kept current. The Associate Director will leverage the extensive data offerings available to the team to develop expertise in the technical aspects of US market access and independently identify potential meaningful changes in the market. The Associate Director will also be responsible for ensuring that portfolio and landscape analyses and their respective underlying data are made appropriately accessible to the organization via knowledge management and communication planning and execution.

## About the Role

### Key Responsibilities:

- Ensure that the Market Access Early Pipeline team forecasting model assumptions are kept current by developing a deep understanding of and updating the data assumptions that underpin many of the calculations on a regular basis
- Catalogue market trends that we track to ensure that the list is complete, assumptions are current, and trends are effectively communicated across the US Market Access organization and relevant cross-functional stakeholders
- Work with Directors, Market Portfolio Strategy to support ongoing market analyses by gathering data and insights and using these findings to inform methodologies and story development
- Draft and communicate updates to the US Market Access Outlook and ensure content from the US Market Access Outlook gets repurposed and used across the organization. Gather and maintain a meaningful catalogue of above-brand initiatives being performed across the US Market Access organization so that the Market Access Leadership Team can ensure appropriate visibility and participation across the organization
- Present findings from analyses at various levels across the organization
- Participate in development of relevant market research, including learning and following all internal processes, analyzing secondary data, and incorporating internal Novartis experience to inform insights
- Organize the annual business planning process for the team

### Essential Requirements:

- **Education:** Bachelor's degree required; MBA, Health Policy, or equivalent preferred
- Minimum of 5 years of pharmaceutical experience in Market Access, Healthcare Strategy Consulting, Policy, Managed Care Finance, Insights & Analytics or Business Development. 3+ years with direct US Market experience is preferred
- Demonstrated familiarity with and ability to manipulate industry standard claims and/or payer data (e.g. IQVIA, DRG Fingertip Formulary), or other published sources of price and payer coverage information
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated prioritization, organizational, and analytical skills as well as the ability to create solutions for complex processes and procedures
- Ability to analyze complex business issues and trends and to connect commercial, financial, and clinical perspectives to develop enhanced value propositions
- Demonstrated high degree of emotional intelligence, adaptability, and creativity

### 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.

#### **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](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

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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