

AD, Channel and Pricing Strategy - Remote

Job ID
REQ-10015469
Aug 01, 2024
USA

Summary

Location: Remote
#LI-Remote

The Associate Director, Channel & Pricing Strategy will be responsible for supporting account development, insight generation, and data analysis to better position Novartis. The Associate Director will assist in the development of contracting strategies and will support the implementation of customer programs for assigned area(s) of responsibility.

The Associate Director, Channel & Pricing Strategy, will help create business solutions that meet both external customer and NVS business needs by working cross-functionally with internal executive management while gaining customer insights and channel business knowledge to effectively drive customer satisfaction and manage Novartis business. Additionally, this position will support the development and cross-functional interaction for optimal US Novartis pricing, contracting portfolio and strategies for as-signed area(s) of responsibility.

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 30% travel.

About the Role

Key Responsibilities:

- Partner with ED, Channel Strategy – Oncology and 340b to develop channel specific and portfolio contract strategies in line with Business Unit goals and customer needs; align Account strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Demonstrate of 340b program, market dynamics, and internal processes and analytics to conduct analysis of business solutions that drive customers satisfaction and meet Novartis business objectives.
- Develop analytics-driven account specific contract strategies in line with Product Strategy sales goals and customer needs
- Support the analysis of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research
- Leverage analytics and modeling to support contract strategies designed to build long-term relationships with assigned accounts, based on deep understanding of the organization, structure, business strategy and priorities

- Builds relationships with significant Trade and GPO accounts and stakeholders, including Trade Operations; interfaces with key customers to understand their needs, perspective and issues
- In partnership with Novartis Trade Operations and Managed Markets Finance, ensure financial and data integrity and adequate data flows between the company and distribution / GPO accounts and trade partners;
- Develop and disseminate distribution related modeling, analytics and reporting to ensure accurate information and timeliness
- Ability to work with internal and external partners to redress pricing and access issues through a deep understanding of Novartis, wholesaler and GPO contracts and systems.
- Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others do the same
- Ensure a diverse and inclusive environment free from all forms of discrimination and harassment

What you'll bring to the role:

Education: Bachelor's degree required; MBA, Healthy Policy or equivalent preferred

Essential Requirements:

- A minimum of 5 years' experience with significant focus in the following areas, including but not limited to Finance, Consulting, Pharmacy, Market Access, or Business Development, with an emphasis on pharmaceutical distribution or GPOs.
- Ability to navigate change
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement; Deep understanding of US pharmaceutical value chain and its business processes
- Deep understanding of Distribution processes and their roles in the changing market landscape
- Ability to clearly articulate new or revised deal terms through a demonstrated knowledge of downstream pharmaceutical channels
- Ability to recognize complex relationships across all stakeholders and market dynamics and to synthesize simplified, direct and effective communications
- Strong proficiency in contract process, negotiation and forecasting
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Excellent financial and analytical skills and acumen; Proficient in Microsoft Office, particularly Excel
- Ability to design, build and analyze financial models for business cases
- High level of self-awareness and curiosity with focus on empowering others; Demonstrates high degree of emotional intelligence, adaptability and creativity in solution-oriented ideation – results-oriented, fails fast to learn faster, and embodies an agile, growth mindset
- Travel as required

Desirable Requirements:

- Previous consulting experience preferred

You'll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$174,400.00 and \$261,600.00/year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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>

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Division

US

Business Unit

Innovative Medicines

Standort

USA

Site

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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their full potential.

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<https://talentnetwork.novartis.com/network>

EEO Statement :

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte

Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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