

Director, Market Access Therapeutic Area Strategy - Oncology

Job ID
REQ-10012175
Jul 01, 2024
USA

Summary

Location: Hybrid

About the Role

The Director, US Market Access Therapeutic Area Strategy Oncology is responsible for optimizing the market access strategy for launch and inline brands. This role is responsible for working across the US market access organization to craft a holistic product access strategy and ensure delivery of strategies for their respective product(s) that reflect the expertise across the different specialties within the US market access (i.e., Strategic Pricing & Contracting, Commercial Access Integration, Patient & Support Services, Finance).

Additionally, this individual will ensure that these strategies are executed across the broader affected organization (i.e., the Product, Integrated Marketing, and Customer Engagement Organizations). The overarching objective is to ensure that each of our products is positioned for optimal payer coverage, affordability for appropriate patients, and durable value for Novartis over time and as the product matures and/or extends into new indications.

About the Role

Key Responsibilities:

- Functioning as the key point of contact for US and Global product teams, participating in all relevant product meetings and ensuring that other Market Access functions are involved and present as appropriate
- Ensuring the US Innovative Medicines Leadership Team (IMLT) is well-informed of product opportunities and challenges at any given time
- Developing an integrated 3- to 5-year Market Access product plan, which includes integration of short- and long-term access strategies in an annual Brand Planning processes
- Engaging with the Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently, and market access strategies are seamlessly executed upon
- Partnering with Market Access Acct Management and Pricing & Channel Strategy to ensure that annual forecasts are accurate and reflect the latest market events
- Socializing US market access product strategies as appropriate with US and Global Product Leads and Executive Leadership
- Partnering with brand and other Market Access teams to secure annual budgets and ensure tactical plans

support the Market Access product strategies

- Working closely and engaging with Legal, Compliance, Brand and Marketing teams to ensure tactics are aligned and implemented in an expeditious and compliant manner
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Oversee development of critical market research including development of qualitative and quantitative areas of study, and determining fundamental go-to-market principles to achieve optimal product commercialization
- Manage vendor RFP process and ensuring contracting compliance.
- Responsible for managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget
- Managing expectations across the organizations regarding Market Access conditions for individual products
- Positioning the US Market Access Portfolio Strategy team as a destination for high-potential associates across the organization (always be recruiting and fostering top talent)
- Works within ethical and compliance policies, ensures a diverse and inclusive environment free from all forms of discrimination and harassment, adheres with Company policies, state and federal laws and regulations and ensures those around him/her do the same.

What you'll bring to the role:

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

Essential Requirements:

- Minimum of 7 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Success in the areas of commercial pharmaceuticals and a track record of execution and results
- Ability to recognize complex relationships and market dynamics and to synthesize simplified, direct and effective communications
- Strong interpersonal, communication, influencing and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated ability to manage multiple projects with potential inter dependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment
- Proficient in Microsoft Office, particularly PowerPoint and Excel
- Travel as required

Why consider Novartis?

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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 \$212,000.00 and \$318,000.00/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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

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

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?

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Division

US

Business Unit

Innovative Medicines

Location

USA

Site

East Hanover

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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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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