

Managing Director, Renal Priority Accounts – Remote

Job ID
REQ-10014297
Jul 11, 2024
USA

Summary

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 60-80% travel. The Managing Director, Priority Accounts leads the National Priority Accounts Customer Engagement team for the renal portfolio, while building and maintaining key business relationships with C & D suite personnel, in partnership with other functions. The Managing Director, Priority Accounts develops, orchestrates, and executes the National Priority Accounts Customer Engagement strategy in support of disease area strategies by deeply understanding the needs of key priority accounts and the local healthcare ecosystem to create a frictionless experience for accounts and to best support patient access and education. You will be responsible for overall national performance in targeted priority accounts by driving accountability and aligned commercial resource allocation, acting with integrity. #LI-Remote

About the Role

Key Responsibilities:

- Leads a team of Customer Engagement Priority Account Leads (AD, Priority Accounts in a reporting relationship) who drive the priority account specific strategy for the renal portfolio.
- Partner with Renal General Manager to understand strategy, provide input, and determine what is needed to deliver on that strategy within the region, including appropriate shifting of resources.
- Accountable for the coordination and alignment of the Customer Engagement strategy at the Regional Executive Team which includes Sales, Market Access, Medical, V&A and PSS functions.
- Define appropriate priority account level KPIs for regional team to assess performance and drive accountability.
- Create appropriate transparency across the functions (including medical evidence generation plans, partnerships, contracting) and collaborate with cross-functional leaders of the National Executive Team to best deploy resources, without directing activities of the other functions.
- Shape matrix ways of working within the region and across regions to accelerate communication, problem-solving, decision-making, and to drive collaboration while leading or appropriately participating in cross-functional meetings with customers.
- Engage with priority account customers in various settings, including in-office and appropriate out-of-office settings for legitimate business discussions.
- Develop executive-level business relationships with targeted customer accounts that will move the business forward and strengthen Novartis position as a partner of choice.

Essential Requirements:

- Bachelor's degree (preferably in Life Sciences, Pharmacy, or business-related field).
- 12+ years pharmaceutical, biotech, or healthcare industry experience, inclusive of at least 2 different types of cross-functional roles/experience.
- Recent US experience (within last 5 years) with deep understanding of US healthcare ecosystem required.
- Previous sales and launch experience, working in a sophisticated matrixed environment.
- Proven ability in attracting and developing talent to create empowered, agile, high-performing teams.
- Demonstrated deep customer & cross-functional knowledge, healthcare ecosystem thinking, with strong business acumen and technology/digital engagement proficiency.
- This is a remote position that will support a Priority Accounts team nationally. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. Must have a valid driver's license.

Desirable Requirements:

- 3+ years of renal or rare disease experience.
- 2nd Line Leadership in a large-scaled environment.

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <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.

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 and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$201,600 and \$302,300/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.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Company will not sponsor visas for this position.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

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.

Division

US

Business Unit

Innovative Medicines

Location

USA

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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