

# Associate Director, Market Access Early Pipeline & BD&L - Remote

Job ID  
REQ-10033405  
Dec 16, 2024  
USA

## Summary

#LI-Remote

The Associate Director, Market Access Early Pipeline will be part of a team that collectively helps shape the future of Novartis. As the pipeline evolves, the Associate Director, Market Access Pipeline may shift focus from one therapeutic area to another or from phase 2 assets to discovery of focus. Thus, the Associate Director, Market Access Early Pipeline must be agile and able to quickly onboard to new topics.

For Phase 2 assets, the Associate Director, Market Access Early is responsible for working with the Director of Early Pipeline and BD&L in order to provide consistent, high-quality US market access forecast assumptions for US forecasts. These assumptions inform go-no-go decisions for investment as well as level of investment for every single pipeline opportunity whether it be internal or external to Novartis. Assumptions also help to guide critical development plans. When exploring entirely new indications at proof of concept, Associate Director, Market Access Early Pipeline is responsible for supporting the development of disease area opportunity assessments to inform R&D focus and establish minimal viable data to support a commercial business case. The Associate Director, Market Access Early Pipeline works cross functionally with multiple US and International functions.

Ultimately, the Associate Director, Market Access Early Pipeline will support the team to ensure that the organization has a coherent, well supported pipeline strategy that optimizes our ability to reach appropriate patients in the US as well as the overall potential value of the product to the organization in close collaboration with International Market Access team members.

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 15% travel.

## About the Role

### Key Responsibilities :

- Assist in the development of disease area assessments for assets at proof of concept and ensuring that the organization understands what it would take to be successful from an access perspective in different disease areas, including the key criteria needed to support a commercial case and decision to progress

an asset into phase 2

- Support in developing US Access forecasting assumptions, including pricing, payer coverage, and implications of forecasted quality of coverage on physician demand and patient Rx fulfillment for individual assets and indications
- Inform clinical trial designs by helping to identify potential market access risks and/or opportunities to optimize coverage and patient access (e.g., formulation, dosing, outcomes, potential data that would support positive coverage determinations, choice of comparator, potential cost-offset data)
- Support the development of lifecycle plans for pipeline assets that optimize payer coverage, patient access, and revenue across multiple indications and therapeutic areas
- Participate in development of relevant payer market research, analyzing secondary data, and incorporating internal Novartis experience to inform recommendations
- Work closely with US policy team to account for changes in the US healthcare environment and potential impacts on Novartis pipeline and strategies

### **What you'll bring to the role:**

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

### **Essential Requirements:**

- Minimum of 5 years of pharmaceutical experience in Market Access, Marketing, Managed Care Finance, Insights & Analytics or Business Development
- 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

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$174,400 and \$261,600/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>

**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>

**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>

**EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. 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. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

**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.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

Remote, US

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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6. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Remote-Position-USA/Associate-Director--Market-Access-Early-Pipeline---BD-L---Remote\\_REQ-10033405-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Remote-Position-USA/Associate-Director--Market-Access-Early-Pipeline---BD-L---Remote_REQ-10033405-1)