

# Director, Channel Operations Strategy - Advanced Platforms- Remote

Job ID  
REQ-10040630  
Mar 04, 2025  
USA

## Summary

Location: 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 20% travel.”

The Director, Channel Operations Strategy – Advanced Platforms, will serve as the strategic operations lead on the Market Access Channel Strategy team to design and implement innovative channel operations and market access field engagement models to support key inline buy and bill brands specific to Advance Platform Products (e.g., Cell Therapy, Gene Therapy, and Radioligand Therapy).

This role will lead the development and implementation of operational models to support CGT and RLT product distribution, dispensing, pricing, contracting, and business-to-business field engagement strategies for new launch and inline brands. Additionally, the role will support the creation of commercial data and field strategies to enable strategic pull through, monitoring, and improvement to channel strategies across the CGT and RLT portfolio. This leader will directly guide implementation of account pricing, channel (distribution, dispensing, and pricing) contracting, leading the negotiation and implementation of channel programs for assigned accounts in collaboration with finance, contracting, and trade operations teams.

This position is responsible for creating operational strategy and solutions that meet both external customer and NVS business needs by working cross-functionally with internal executive management while gaining appropriate customer insights and business knowledge to effectively implement channel access strategy.

## About the Role

### Key Responsibilities:

- Lead the implementation of CGT and RLT portfolio contract strategies for distribution, dispensing, pharmacy, and group purchasing organizations in line with Business Unit sales goals and customer needs; aligns strategy with other key Sales, Marketing, Medical and Market Access functions and ensures cross-functional support
- Develop field operations models and data capabilities to organize and plan business-to-business market access field engagement and impact monitoring

- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end channel partner contract execution
- Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others around him/her do the same.
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- **Education:** Bachelor's degree required; MBA, or equivalent preferred
- **Essential Requirements:**
- A minimum of 7 years of pharmaceutical industry, Market Access, Pharmacy, Consulting or Payer experience
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Extensive experience in healthcare contracting and critical understanding of distribution, group purchasing organization, and pharmacy business models
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- In-depth knowledge of patient access, launch excellence, marketing and business processes and ability to analyze complex business issues
- Deep understanding of US pharmaceutical value chain and its business processes
- Strong capabilities in commercial and field data analytics and enablement

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 \$194,600.00 and 361,400, /year; however, while salary ranges are effective from 1/1/25 through 12/31/25, 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? <https://www.novartis.com/about/strategy/people-and-culture>

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**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. 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.

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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