

# Director, Channel Strategy - Key Accounts- Remote

Job ID  
REQ-10037698  
Feb 18, 2025  
Estados Unidos

## Resumen

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 50% travel.

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With a strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

The Director, Channel Strategy, Key Accounts, will serve as the strategic team lead for assigned key Oncology accounts and lead the account insights and analytics to inform strategy for key brands that represent between 10%-20% of the US IM Business or \$2B-\$4B in Gross Sales. This role will be responsible for account development to better position NVS brands on account pathways. The Director will partner with the appropriate team members to inform contracting strategies lead the implementation of those strategies within assigned accounts. This position is responsible for creating business solutions that meet both external customer and NVS business needs by working cross-functionally with internal executive management while gaining customer insights and payer business knowledge to effectively drive customer satisfaction and maximize Novartis business. Additionally, this position will champion the development of strategies and cross-functional collaboration to enhance Novartis interaction with assigned accounts and ensure a feedback loop to inform the creation of an optimal US Novartis Innovative Medicines contracting portfolio and Franchise strategies for in-line, launch and pipeline products.

## About the Role

### Strategy Development to achieve US Innovative Medicines business goals

- Gathers key insights to informs portfolio contract strategies in line with Business Unit sales goals and customer needs; aligns Account strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Drives strategic account development integrating deeper and broader with large accounts to gather

competitive intelligence and customer insights to better position NVS brands on account formularies to improve patient access.

- Serves as the lead for contract negotiations with key assigned accounts when contracting is necessary and approved

### **Account Insights, Analytics & Execution**

- Leverages account specific insights and analytics to drive pull-through of market access strategies for optimal patient access.
- Responsible for building, delivering, and refining a structured approach to account engagement across all key accounts, including customer business reviews.
- In partnership with ED, Channel Strategy and Account Management, creates and implements contract strategies designed to build long-term relationships with assigned accounts, based on deep understanding of the account's organization, structure and business priorities.
- Supports the development of market access strategies for inline and pipeline products by gathering account feedback, competitor analyses, stakeholder inputs and channel research.
- Works in an integrated and collaborative manner within Market Access and across other functions to drive performance and embody Novartis values and behaviors.
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### **Essential Requirements:**

**Education:** Bachelor's degree or equivalent education/degree required; MBA or equivalent preferred

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- A minimum of 7 years of pharmaceutical industry, Market Access, or channel experience
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with significant leadership experience and a 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

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 \$174,400.00 and 261,600.00/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>

**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.

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