

# AD, Channel & Pricing Strategy - Remote

Job ID  
REQ-10014166  
Lug 22, 2024  
USA

## Sommario

Location: Remote The Associate Director, Channel & Pricing Strategy will be responsible for developing specific product and portfolio channel contracting strategies and leading the implementation of customer contract/pricing pro-grams. The Associate Director, Channel & Pricing Strategy, will help create business solutions that meet both external customer and NVS business needs by working cross-functionally with internal executive management while gaining customer insights and channel business knowledge to effectively drive customer satisfaction and maximize Novartis business. Additionally, this position will support the development and cross-functional interaction for optimal US Novartis pricing, contracting portfolio and IPST strategies for assigned in-line, launch and pipeline products.

## About the Role

### Key Responsibilities:

- Partner with Director, Channel & Pricing Strategy to develop channel specific and portfolio contract strategies in line with Business Unit sales goals and customer needs; align strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Develop analytics-driven contract strategies in line with Product Strategy sales goals and customer needs
- Support the development of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research
- Leverage analytics and modeling to support contract strategies designed to build long-term access goals, based on deep understanding of the organization, structure, business strategy and priorities
- In partnership with Novartis Trade Operations and Managed Markets Finance, ensure financial and data integrity and adequate data flows between the company and distribution / GPO accounts and trade partners;
- Develop and disseminate distribution related modeling, analytics and reporting to ensure accurate information and timeliness
- Ability to work with internal and external partners to redress pricing and access issues through a deep understanding of Novartis, wholesaler and GPO contracts and systems.
- Understanding of government pricing implications on different discounting strategies
- Act as a subject matter expert for GPO and distribution network in line and launch products.
- Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others around them do the same.

***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 at least 25% travel.***

### **What You'll Bring to the Role:**

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

### **Essential Requirements:**

- A minimum of 5 years' experience with significant focus in the following areas, including but not limited to Finance, Consulting, Pharmacy, Market Access, or Business Development, with an emphasis on pharmaceutical distribution or GPOs.
- Ability to navigate change
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Deep understanding of Distribution processes and their roles in the changing market landscape
- Ability to clearly articulate new or revised deal terms though a demonstrated knowledge of downstream pharmaceutical channels
- Strong proficiency in contract process, negotiation and forecasting
- Deep understanding of US pharmaceutical value chain and its business processes

### **Desirable Requirements:**

- Previous consulting experience preferred

**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./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?

<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](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.

Divisione

US

Business Unit

Innovative Medicines

Posizione

USA

Sito

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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