

Director, Channel and Pricing Strategy Advanced Platforms - Remote

Job ID
REQ-10028364

11月 11, 2024

USA

摘要

Location: Remote

About the Role:

The Director, Channel & Pricing Strategy, will serve as the strategic team lead for all Channel participants and lead the strategy for key inline buy and bill brands specific to Advance Platform Products that represent between 10%-20% of the US IM Business or \$2B-\$4B in Gross Sales.

This role will develop pricing, contracting, and key market access related account engagement plans for assigned accounts within the Advanced Platform products and provide mechanisms to administer account pricing, specific contracting, value proposition and outcomes-based strategies, leading the negotiation and implementation of customer contract/pricing programs for assigned accounts in collaboration with Trade teams.

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 channel access strategy. Additionally, this position will champion the development and cross-functional interaction for optimal US Novartis pricing, contracting portfolio and IPST strategies for assigned in-line, launch and pipeline products.

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 25-50% travel.

About the Role

Key Responsibilities:

- Develops portfolio contract strategies 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
- Develops pricing, contracting and channel strategies for optimal patient access and profitability for assigned new and in-line products/accounts focusing on the full commercialization continuum
- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end Brand payer contract execution
- 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.
- Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others around him/her do the same.

What You ' ll Bring to the Role:

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 PBM, National and Regional Health Plan business, Medicare Part D, Medicare Part B and changing market landscape
- 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
- Travel as required

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 \$212,000.00 and \$318,000.00/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 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.

部门
US

Business Unit
Innovative Medicines

地点
USA

站点
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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