Head, Payor, Access & Reimbursement Insights & Analytics

Job ID
REQ-10028461

11   06, 2024

USA

The location for this role will be East Hanover, NJ.

About the Role

The Head, Payer, Access and Reimbursement Insights & Analytics is responsible for leading the team that will deliver the set of capabilities that generate payer and economic insights, to inform decisions on pricing, access, reimbursement and distribution networks. This leadership role will support the team in exploring innovative methodologies to improve insight generation as relates to payer access and reimbursement.

This leader's role will need to demonstrate deep analytics and data science acumen with experience in applying these skills to payer, channel, and distribution network data. Additionally, demonstrate the ability to translate these analytics into meaningful insights for biopharma leaders across all functions.

Major Accountabilities

- Lead team that will generate meaningful insights and analytics to inform payer, access, reimbursement and distribution strategy decisions for the organization
- Work with both brand/portfolio teams and functional teams
- Support assets across the full product lifecycle, including development & launch
- Facilitate connectivity across teams (customer, patient, payer, etc.) to create more integrated insights
- Identify services/offerings that could be productized given repeated use by partners
- Support prioritization (with illuminators and other Insights & Decision Science leads) across the many inbound requests

The pay range for this position at commencement of employment is expected to be between $284,000.00 and $426,000.00 a 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.

What you will bring to this role:

Education (minimum/desirable):

Bachelor's degree in related field is required; Master of Science and/or MBA preferred

- 15+ years of experience (across pharma /life sciences, with prior experience in analytics)

- Must have data science acumen

- Deep understanding of core aspects of the business strategy and operations in the US with demonstrated proficiency in at least 2 commercial domains (e.g. General Management, Marketing, Sales, Sales Operations/Training, Patient Support, Medical, Market Access)

- Fluency in key domains rebate /contracting /pricing modeling; economic propensity analyses, formulary & utilization analyses, and channel /distribution analyses

- Works effectively across functions as a team player to seamlessly help to achieve common goals without hierarchy, politics, or self-interest

- Proven people management skills with demonstrated success in building, developing, and leading a high-performing teams and culture

- Must have fluency in key domains of insights, hypothesis generation, behavioral and data-science and primary and secondary research methodologies with experience in applying these skills to payer, channel, and distribution network data.

- Learning agility a must

- People Management experience in Analytics & Insights organization required

- Strong communicator with excellent interpersonal skills and team orientation, and ability to translate analytics into meaningful insights for biopharma leaders across all functions.

- Ability to work in a dynamic, fast-paced, multifunctional team environment

- Strong organization skills, detail oriented and customer focused

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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.

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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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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.

US

Business Unit
Innovative Medicines

USA

East Hanover

Company / Legal Entity
UO14 (FCRS = USO14) Novartis Pharmaceuticals Corporation

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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