

Director, Cardiovascular Priority Accounts - Northeast: MA, NY, RI, ME, NH, VT - Remote

Job ID
REQ-10042642

4月 07, 2025

USA

摘要

This is a field-based and remote opportunity supporting key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

The Director, Cardiovascular Priority Accounts is an inspiring enterprise thinker and is responsible for leading the regional priority account team to meet and exceed organizational objectives across the Cardiovascular, Renal, and Metabolic (CRM) team. The individual in this position develops, orchestrates, and executes the Regional Priority Accounts customer engagement strategy in support of disease area strategies. By deeply understanding the needs of key priority accounts and the local healthcare ecosystem, they create a frictionless experience for accounts and best support patient access and education. This role also leads a team of Priority Account Managers, driving appropriate product pull-through in targeted priority accounts by ensuring accountability and aligned commercial resource allocation, all while acting with integrity.

#LI-Remote

About the Role

Key Responsibilities:

- Understand the needs of the customer at all levels from departments to C-suite, while utilizing insights to proactively anticipate, leveraging and navigating the trends that are impacting the business and has ability to clearly articulate business insights and priorities to deliver appropriate outcomes.
- Craft strategic approaches to further Novartis goals, catering to the account's interests and needs, and fostering key customer relationships that enhance Novartis' interaction with the account.
- Oversees and leads strategy and execution prior to and during launch, by coordinating collaboration among headquarters, account, and regional leadership teams.
- Pinpoint chances to collaborate and interact with account executives at the C-suite and D-suite levels, acting as the main cardiovascular contact for Novartis account partners to facilitate exchanges with executives and headquarters.
- Foster teamwork and leads collaboration of regional priority accounts across Customer Engagement teams for the cardiovascular portfolio (e.g. sales, medical, market access and Novartis patient support functions), to enhance involvement from various functional areas and establish connections with partners in different roles to proactively solve problems and remove obstacles.
- Owns account performance across the portfolio with a performance-driven mindset, seeks opportunities to positively impact demand generating functions and owns the achievement of account performance.
- Facilitate efficient communication between Novartis and key accounts, along with internal team coordination, Customer Engagement executives, and other sectors within Novartis. This entails predicting and actively relaying strategic changes that align with the company's objectives and vision, thereby inspiring teams to adjust positively and assuredly.
- Leads a team of Priority Account Managers to drive product pull-through in targeted accounts with accountability and resource alignment, while coaching and supporting associates' growth, ensuring top performance, professionalism, and adherence to Novartis Code of Ethics and policies.

Essential Requirements:

- Bachelor's degree (preferably in Life Sciences, Pharmacy, or business-related field).
- 10+ years' experience in pharmaceutical, biotech, or healthcare industry, technology and/or other relevant organizations that has large geographically dispersed sales teams, and inclusivity of at least two different types of cross-functional roles/experience.
- 2+ years' experience in project management and translation of strategy into execution.
- 2+ years' experience leading complex projects requiring cross functional and national alignment.
- Recent US experience (within last 5 years) with deep understanding of US healthcare ecosystems.
- Previous experience working in matrix-driven environments with sales and launch experience.
- Demonstrated ability in attracting and developing talent to create empowered, agile, high-

performing teams.

- Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- 3+ years' experience in account management covering Academic Medical Centers, Integrated Health Systems, GPOs, and/or large community cardiovascular integrated networks.
- 3+ years' experience of cardiovascular therapeutic area experience.
- Preferred for candidate to reside within territory, or within reasonable commuting distance of 100 miles from territory border.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$176,400 and \$327,600 /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.

Company will not sponsor visas for this position.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

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. 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 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

状态
Field, US

站点
Field Non-Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1
Boston (Massachusetts), Massachusetts, USA

Alternative Location 2
Burlington (Vermont), Vermont, USA

Alternative Location 3
New York (New York), New York, USA

Alternative Location 4
Portland (Maine), Maine, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
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