

Associate Director, Oncology Priority Accounts - Southeast - Remote

Job ID
REQ-10046830

4月 21, 2025

USA

摘要

This is a field-based and remote opportunity supporting key accounts in the Maryland, North Carolina, Florida and the Southeast United States.

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

The Associate Director, Oncology Priority Accounts drives product pull-through in targeted Priority Accounts and Affiliated Healthcare Systems within the oncology brand portfolio. This role involves developing and implementing strategic business plans, collaborating with various departments to execute institution-centric programs, and building key business relationships with senior partners. The Associate Director, Oncology Priority Accounts will engage with decision makers to enable account buying and HCP ordering of Novartis products, while generating insights for new business opportunities. Expertise in Institutional Selling, the US healthcare landscape, and health system structures is essential.

#LI-Remote

About the Role

Key Responsibilities:

- Understand the needs of customers at all levels, from departments to C-Suite, and leverage insights into account dynamics, strategic direction, and the impact of internal and external factors on Oncology business within organized customer groups/networks.
- Develop strategic plans in collaboration with Regional Managing Director and Regional Sales Director that advance Novartis's objectives and address account interests and needs. Co-own pre-launch strategy and execution by facilitating collaboration across HQ, account, and Region Executive Teams.
- Build strategic customer relationships to enhance engagement between Novartis and the account, by consulting with a diverse array of partners (HCP and non-HCP) to understand business priorities and align accordingly.
- Identify opportunities for collaboration and engagement with account C-Suite and D-Suite and serve as the primary Oncology point of contact, alongside Regional Managing Director and other account leads, to establish executive and HQ exchanges.
- Create opportunities for internal cross-functional collaboration that pave the way for engagement across other functional areas, while building partnerships, with RMD support, to eliminate barriers and proactively create solutions.
- Own account performance across the portfolio, seeking opportunities to positively impact demand-generating functions and lead the achievement of account performance by providing solutions where challenges and ambiguity exist.
- Lead effective communications between Novartis and priority accounts, as well as with internal account teams, CE Leadership, and other Novartis functions. Understand and communicate strategic shifts that align with the organization's goals and vision, encouraging teams to adapt with confidence.
- Manage multiple critical priority accounts, which may have less complexity or overall impact on Novartis Oncology compared to the most critical priority accounts.

Essential Requirements:

- Bachelor's degree (preferably in Life Sciences, Pharmacy, or business-related field).
- 8+ years' experience of experience in pharmaceutical, biotech, healthcare, or healthcare consulting industries, or other relevant organizations with large geographically dispersed sales teams, including at least two different types of cross-functional roles.
- 2+ years' experience in project management and translation of strategy into execution
- 2+ years' experience leading complex projects requiring cross functional and national alignment.
- Track record of exceptional performance and execution that drives results.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from territory border. 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:

- Experience calling on assigned oncology accounts.
- 3+ years' experience in account management covering Academic Medical Centers, Integrated Health Systems, GPOs and/or Large Community Oncology Integrated Networks.

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 \$160,300 and \$297,700/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.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Company will not sponsor visas for this position.

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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>

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
Universal Hierarchy Node

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
Baltimore (Maryland), Maryland, USA

Alternative Location 2
Charlotte (North Carolina), North Carolina, USA

Alternative Location 3
Miami (Florida), Florida, USA

Alternative Location 4
Tampa (Florida), Florida, 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>
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