

## Director, Market Access Strategy TA - ONC

Job ID  
REQ-10072219  
фев 18, 2026  
США

### Сводка

#LI-Remote

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 15% travel.

The Director, US Market Access Therapeutic Area Strategy is responsible for optimizing the market access strategy for launch and inline brands. This role is responsible for working across the US market access organization to craft a holistic product access strategy and ensure delivery of strategies for their respective product(s) that reflect the expertise across the different specialties within the US market access (i.e., Strategic Pricing & Contracting, Commercial Access Integration, Patient & Support Services, Finance). Additionally, this individual will ensure that these strategies are executed across the broader affected organization (i.e., the Product, Integrated Marketing, and Customer Engagement Organizations). The overarching objective is to ensure that each of our products is positioned for optimal payer coverage, affordability for appropriate patients, and durable value for Novartis over time and as the product matures and/or extends into new indications.

### About the Role

#### Key Responsibilities:

- Functioning as the key point of contact for US and Global product teams, participating in all relevant product meetings and ensuring that other Market Access functions are involved and present as appropriate
- Ensuring the US Innovative Medicines Leadership Team (IMLT) is well-informed of product opportunities and challenges at any given time
- Developing an integrated 3- to 5-year Market Access product plan, which includes integration of short- and long-term access strategies in an annual Brand Planning processes
- Engaging with the Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently, and market access strategies are seamlessly executed upon
- Partnering with Market Access Acct Management and Pricing & Channel Strategy to ensure that annual forecasts are accurate and reflect the latest market events
- Socializing US market access product strategies as appropriate with US and Global Product Leads and Executive Leadership
- Partnering with brand and other Market Access teams to secure annual budgets and ensure tactical plans support the Market Access product strategies
- Working closely and engaging with Legal, Compliance, Brand and Marketing teams to ensure tactics are aligned and implemented in an expeditious and compliant manner
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Oversee development of critical market research including development of qualitative and quantitative areas of study, and determining fundamental go-to-market principles to achieve optimal product commercialization
- Manage vendor RFP process and ensuring contracting compliance.
- Responsible for managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget
- Managing expectations across the organizations regarding Market Access conditions for individual products
- Positioning the US Market Access Portfolio Strategy team as a destination for high-potential associates across the organization (always be recruiting and fostering top talent)
- Works within ethical and compliance policies, ensures a diverse and inclusive environment free from all forms of discrimination and harassment, adheres with Company policies, state and federal laws and regulations and ensures those around him/her do the same.

#### Essential Requirements:

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

- Minimum of 7 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Success in the areas of commercial pharmaceuticals and a track record of execution and results
- Ability to recognize complex relationships and market dynamics and to synthesize simplified, direct and effective communications
- Strong interpersonal, communication, influencing and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated ability to manage multiple projects with potential inter dependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment
- Demonstrated ability to manage multiple projects with potential inter dependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment

#### Novartis Compensation Summary:

The salary for this position is expected to range between \$194,600.00 and \$361,400.00 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically.

Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

#### **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](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.

Дивизион

US

Business Unit

Marketing

Место

США

Состояние

Remote, US

Сайт

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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