

# Associate Director, Market Access Strategy, Renal

Job ID  
REQ-10075910  
апр 17, 2026  
CUSA

## Сводка

#LI-Hybrid

The ideal location for this role is East Hanover, NJ, but remote work may be possible (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. If associate is remote, all home office expenses and any travel/lodging to specific East Hanover site for periodic live meetings will be at the employee's expense. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require travel.

The Associate Director, Market Access Strategy is part of a team that collectively defines and delivers solutions to maintain an industry leading approach to market access. This role is responsible to provide market access perspectives to help inform strategic decision-making. The Director will ensure that the organization has a coherent, well supported, forward thinking, Market Access strategy that optimizes our ability to reach appropriate patients as well as the overall potential value of the portfolio to the organization. This role works cross functionally with multiple internal stakeholders, including Strategic Pricing & Contracting, Therapeutic Area Strategy leads, Policy, Product General Managers, Finance, and Strategy & Growth.

## About the Role

### Key Responsibilities:

- Assisting in the development of an annual US Market Access Outlook to inform brand planning across the organization (e.g., perspectives on biosimilar landscape evolution, policy changes that might affect our products, key customer evolution)
- Identifying market access trends and developing business solutions that capitalize on market opportunities
- Supporting the Global Strategy & Growth organizations to ensure that future planning is sensitive to US market needs
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems)
- Preparing leadership slide decks
- Managing how we share information across the Market Access and broader organization
- Supporting the 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
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems)
- Managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget

### Essential Requirements:

- **Education:** Bachelor's degree required; MBA, Healthy Policy or equivalent preferred
- Minimum of 5 years of pharmaceutical experience in a combination of Market Access as well as Portfolio Strategy, Insights & Analytics, Managed Care Finance, Communications, Management Consulting, and/or Business Development
- Awareness and understanding of US healthcare dynamics and different stakeholder perspectives on pharmaceutical value
- Ability to analyze complex business issues and trends and to synthesize information into clear and compelling insights
- Strong interpersonal, communication, influencing and analytical skills with an ability to successfully collaborate across a matrixed organization
- Ability to manage multiple projects with demonstrated organizational and project management skills

### Desirable Requirements:

- Preferred focus in market access strategy or strategy consulting with a focus on market access
- Rare disease therapeutic area experience

### Novartis Compensation Summary:

The salary for this position is expected to range between \$160,300 and \$297,700 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

New Jersey

Сайт

East Hanover

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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