

Associate Director, Renal Priority Accounts – Mid-Atlantic

Job ID
REQ-10076336
апр 23, 2026
CUSA

Сводка

#LI-Remote

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 to you.

Company will not sponsor visas for this position.

The Associate Director, Renal Priority Accounts builds enduring enterprise partnerships by thoughtfully integrating the Novartis portfolio across Priority Accounts and affiliated healthcare systems. This role leads long-term account strategy and brings teams together across renal sales, marketing, market access, and patient services to deliver coordinated, institution-centered solutions aligned with business priorities and legal and compliance standards. Serving as the primary enterprise partner, the Associate Director develops trusted relationships with senior clinical, operational, and financial leaders across complex health systems. This role also represents Novartis at approved industry forums, national and regional meetings, and account-specific engagements, championing collaboration and shared value.

About the Role

Key Responsibilities:

- Develop, own, and execute comprehensive enterprise account strategies that support formulary adoption, care pathway integration, and sustained, appropriate use of the Novartis portfolio across complex healthcare systems.
- Lead long-term strategic planning for Priority Accounts and affiliated healthcare systems, ensuring alignment across clinical, operational, and organizational priorities.
- Build and sustain trusted partnerships with senior clinical, operational, and financial leaders to support care pathways, transitions of care, treatment protocols, and workflow enablement.
- Align Novartis resources across functions to deliver coordinated, institution-centered solutions that reflect customer needs and health system goals.
- Maintain a strong understanding of healthcare system economics, access models, organizational structures, clinical workflows, and broader market dynamics.
- Translate account and ecosystem insights into actionable intelligence that informs internal strategy, prioritization, and customer engagement.
- Partner with local customers to create and maintain tailored, institution-specific business plans grounded in a deep understanding of local market forces.
- Ensure appropriate stakeholder awareness of available Novartis pricing offerings and support resources across health systems.
- Represent Novartis at approved national and regional industry meetings, conferences, and account-specific engagements to strengthen enterprise relationships.
- Lead and coordinate cross-functional execution of account priorities, fostering alignment, accountability, and consistent collaboration across field and home office teams.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 8+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams; including 3+ years' experience in specialty buy-and-bill. We also welcome candidates from other complex environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- 3+ years' experience managing complex accounts, including large academic centers and hospitals, with demonstrated success in strategic account management.
- Demonstrated healthcare ecosystem thinking, technology/digital engagement proficiency, and deep understanding across one or more therapeutic communities, including but not limited to renal, rare disease, oncology, and hematology, with a strong record of therapeutic area and product knowledge expertise.
- Strong business acumen with the ability to collaborate across functions in a matrixed environment to build thoughtful, strategic account plans aligned with customer and organizational goals.
- Robust business background, with a strong ability to collaborate and work cross-functionally in a matrix environment to build effective strategic account plans aligned to customer and organization goals.
- Candidate must reside within the assigned territory or in a territory immediately adjacent to the assigned territory, provided the residence is within reasonable proximity to a major commercial airport. For the purposes of this role, a "major airport" is a commercial airport offering regularly scheduled nonstop flights on multiple national airlines, with the ability to support frequent domestic business travel. The candidate must be able to travel 60-80% of the time over a broad geography, and they must be able to drive and/or fly throughout the entire territory. Must have a valid driver's license.

Desirable Requirements:

- Prior experience engaging with assigned accounts and building strong, collaborative relationships.
- Background in at least two cross-functional areas, such as, but not limited to Marketing, Medical, Market Access & Reimbursement, or Sales Leadership – demonstrating versatility and strategic insight.

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.

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, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between \$168,000.00 and \$312,000.00 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 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
General Management
Место
США
Состояние
Field, US
Сайт
Field Non-Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Philadelphia (Pennsylvania), Pennsylvania, США
Alternative Location 2
Raleigh (North Carolina), North Carolina, США
Alternative Location 3
Washington, DC, District of Columbia, США
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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List of links present in page

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