

# Associate Director, Channel & Pricing Strategy

Job ID  
REQ-10077621  
Июн. 23, 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. This position will require up to 25% travel as defined by the business (domestic and/or international).

The Associate Director, Channel & Pricing Strategy will be responsible for developing specific product and portfolio channel contracting strategies and leading the implementation of customer contract/pricing programs. The Associate Director, Channel & Pricing Strategy, will help create business solutions that meet both external customer and Novartis business needs by working cross-functionally with internal executive management while gaining customer insights and channel business knowledge to effectively drive customer satisfaction and maximize Novartis business. Additionally, this position will support the development and cross-functional interaction for optimal US Novartis pricing, contracting portfolio and IPST strategies for assigned in-line, launch and pipeline products.

## About the Role

### Key Responsibilities:

- Partner with Director, Channel & Pricing Strategy to develop channel specific and portfolio contract strategies in line with Business Unit sales goals and customer needs; align strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Develop analytics-driven contract strategies in line with Product Strategy sales goals and customer needs
- Support the development of market access strategies for in-line and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research
- Leverage analytics and modeling to support contract strategies designed to build long-term access goals, based on deep understanding of the organization, structure, business strategy and priorities
- In partnership with Novartis Trade Operations and Managed Markets Finance, ensure financial and data integrity and adequate data flows between the company and distribution / GPO accounts and trade partners
- Develop and disseminate distribution related modeling, analytics and reporting to ensure accurate information and timeliness
- Ability to work with internal and external partners to redress pricing and access issues through a deep understanding of Novartis, wholesaler and GPO contracts and systems
- Understanding of government pricing implications on different discounting strategies
- Act as a subject matter expert for GPO and distribution network in line and launch products

### Essential Requirements:

- **Education:** Bachelor's degree required; MBA, Health Policy or equivalent preferred
- Minimum of 5 years' experience with significant focus in the following areas, including but not limited to Finance, Consulting, Pharmacy, Market Access, or Business Development, with an emphasis on pharmaceutical distribution or GPOs
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Deep understanding of Distribution processes and their roles in the changing market landscape
- Ability to clearly articulate new or revised deal terms through a demonstrated knowledge of downstream pharmaceutical channels
- Strong proficiency in contract process, negotiation and forecasting
- Deep understanding of US pharmaceutical value chain and its business processes
- Ability to navigate change

### Desirable Requirements:

- Previous consulting experience preferred

### 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

Remote, US

Сайт

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

East Hanover, New Jersey, США

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

Job ID

REQ-10077621

#### **Associate Director, Channel & Pricing Strategy**

[Apply to Job](#)

Job ID

REQ-10077621

#### **Associate Director, Channel & Pricing Strategy**

[Apply to Job](#)

**List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
3. <mailto:us.reasonableaccommodations@novartis.com>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Remote-Position-USA/Associate-Director--Channel---Pricing-Strategy\\_REQ-10077621-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Remote-Position-USA/Associate-Director--Channel---Pricing-Strategy_REQ-10077621-2)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Remote-Position-USA/Associate-Director--Channel---Pricing-Strategy\\_REQ-10077621-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Remote-Position-USA/Associate-Director--Channel---Pricing-Strategy_REQ-10077621-2)