

Director, Value Evidence Lead

Job ID
REQ-10078101
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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: Field based, customer-facing position majority of the time with approximately 50% travel required to achieve performance and business objectives (face to face, virtual, email, telephone, etc.).

Novartis is unable to offer relocation support: please only apply if accessible.
Company will not sponsor visas for this position.

The Director, Value Evidence Lead (VEL) is a strategic leader who translates clinical and economic evidence into meaningful engagement across launch brands and new indications in Oncology, Cardiovascular, Renal, Immunology, and Neuroscience, with a deep understanding of US managed market dynamics.

The purpose of this role is to focus on our priority accounts to serve as the Medical Lead to proactively engage Population Health Decision Makers (PHDMs) at payers, Systems of Care (SOCs) and other priority accounts seeking to build robust and compliant partnerships, achieve better outcomes, improve patient experiences/access through value evidence related scientific exchange. The VEL is an agile learner that is able to share clinical and economic value evidence with a variety of PHDMs for their assigned Novartis portfolio including pipeline as well as serving as the internal medical value and access expert. The VEL will engage in a variety of conversations with key stakeholders including, but not limited to, clinical data, Health Care Economic Information (HCEI), RWE, disease state information, adverse event management education and preapproval information exchange/pipeline all while functioning within the Novartis Code of Conduct, Ethics/Compliance policies and Working Practice documents.

About the Role

Key Responsibilities

- Leverage scientific, economic value, managed care expertise and market knowledge to establish/build professional relationships and proactively engage with PHDMs in priority accounts as aligned with medical and Market Access strategy, including emerging data discussions, uncovering and addressing medically related access barriers in the patient journey, understanding market dynamics within the territory, pipeline discussions, disease state and product education, addressing unsolicited requests, and capturing PHDM-related insights across all stages of the product lifecycle.
- Demonstrate strategic National and Regional vision by identifying, mapping, and planning PHDM engagement and Key Accounts aligned to medical launch strategy, including creating and maintaining strategic medical plans for each National and Regional account.
- Identify emerging PHDMs/influencers and related entities as the healthcare market evolves and collaborate effectively and compliantly with all field partners and internal colleagues.
- Regularly and effectively collaborate with internal colleagues (Market Access, HEOR, MSLs, RMLs, etc.) across launch brands and new indications (Oncology, Cardiovascular, Renal, Immunology, Neuroscience) to advance shared or aligned objectives while maintaining customer centricity and a One Novartis approach in accordance with Novartis compliance standards.
- Deliver thought leadership around product lead opportunities and represent the VEL perspective in internal work streams as assigned.
- Maintain in-depth knowledge of assigned Novartis launch compounds and new indications to serve as a medical resource to customers and internal colleagues, and represent Novartis at national clinical, value evidence, and managed markets congresses to support continuous knowledge development in the US healthcare market space.
- Achieve agreed-upon team/personal objectives related to launch/prelaunch products, activities, and other VEL-related goals, and utilize key metrics/KPIs to identify best practice and drive continuous VEL improvement.
- Maintain in-depth knowledge of internal policies and external regulations, including field medical Working Practice Document (WPD), travel policy, expense policy, state and local laws, and institutional policies, and understand how they affect day-to-day responsibilities.
- Execute all administrative responsibilities and training (e.g., Veeva CRM, voicemail, e-mail, expense reports, compliance modules, etc.) in a timely manner, including profiling core customers and ensuring up-to-date information in the CRM.
- Champion emerging responsibilities as strategic priorities evolve, proactively drive personal and professional development, and conduct oneself with the highest ethical standards in adherence with the Novartis Code of Conduct, all relevant laws and regulations, and Novartis Ethics, Risk & Compliance policies and procedures.

Essential Requirements

- Graduate degree in science or healthcare required.
- 5+ years experience as a Managed Care/PHDM, focused Medical Liaison is preferred.
- Strong knowledge of US healthcare (managed care/patient access in particular), payers, pathways, SOCs/IDNs, health economics, outcomes research, and evolving trends around patient access, value-based care, quality measures, and pay for performance, FDA, OIG, HIPAA, PhRMA Code and other regulations/ethical guidelines applied to the pharmaceutical industry is required.
- History of organizational or enterprise impact through strategic thinking, working within a matrix organization and leading others through collaborative teams in a Field Medical-based position is required.
- Excellent interpersonal, communication, and presentation skills are required.
- Must have strategic mindset and ability to navigate complex healthcare landscape able to identify, network and partner with medical experts, including PHDMs, thought leaders, large group practices, medical directors, and pharmacy directors are required.
- Ability to develop a strategic vision by integrating needs of diverse perspectives, scientific considerations and market knowledge to produce best in class results. Demonstrated creativity and effectiveness in addressing strategic challenges **1/3**

- Innovative and creative thinker, who can adapt quickly to changing market conditions, business needs and an evolving product portfolio. Must be able to organize, prioritize, and work effectively in a constantly changing environment.

Desirable Requirements

- Doctoral degree preferred (MD, PhD, DNP, PharmD, etc.)
- Substantial experience engaging PHDMs and/or partnering with external organizations (payers, pathways, national guidelines, SOCs/IDNs, universities, professional organizations, etc.) is preferred.

NOTE: Above level experience criteria are not an exhaustive list

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 pay range for this position at commencement of employment is expected to be between \$204,400 and \$379,600 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.

To learn more about the culture, rewards and benefits we offer our people click [here](#).

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

Marketing

Место

США

Состояние

Remote, US

Сайт

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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