

# Associate Director, Medicaid Contracting and Government Rebate Operations

Job ID  
REQ-10085926  
авг 19, 2026  
CША

## Сводка

#LI-Hybrid

Location: East Hanover, New Jersey

This role is based in East Hanover, NJ, United States. Novartis is unable to offer relocation support: please only apply if accessible.

## About the Role

Ready to make a meaningful impact at the intersection of healthcare access, compliance, and innovation? As Associate Director, Medicaid Contracting and Government Rebate Operations, you will lead a high-performing team responsible for ensuring Novartis meets its critical government pricing and rebate obligations while supporting the delivery of medicines to patients who need them most. This is a unique opportunity to influence strategic decisions, drive operational excellence, navigate evolving healthcare legislation, and shape the future of government rebate operations in a collaborative, purpose-driven environment.

## About the Role

- Lead Medicaid rebate operations, ensuring compliance, accuracy, and operational excellence across all activities.
- Oversee Medicare Discount Program and Inflation Reduction Act rebate processes and payments.
- Develop and coach team leaders, fostering growth, accountability, and high performance.
- Partner cross-functionally to address legislative changes and optimize contracting and pricing operations.
- Drive process improvements, analytics, and technology enhancements to reduce risk and improve efficiency.
- Manage financial forecasting, dispute resolution, and stakeholder communications to support business objectives.

## Essential Requirements:

- Bachelor's degree in Finance, Economics, Accounting, or a related field; advanced degree preferred.
- Significant pharmaceutical or healthcare industry experience with government pricing or rebate operations.
- Strong knowledge of Medicaid Drug Rebate Program, government pricing, and supplemental contracting.
- Proven people leadership experience, including coaching, developing, and managing high-performing teams.
- Advanced analytical, problem-solving, and communication skills with the ability to influence stakeholders.
- Experience driving process improvements and working with rebate, contract, or financial management systems.

## Desirable Requirements

- Experience leveraging data, digital, or artificial intelligence tools to enhance business insights and operational effectiveness.
- Demonstrated project management experience leading complex cross-functional initiatives and driving measurable outcomes.
- Strong knowledge of payment procedures and systems including advanced knowledge of contract and rebate systems such as Model N and Validata; SAP, not required but helpful

## Benefits & Rewards

The salary for this position is expected to range between \$145,600 - \$270,400 USD Annual 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.

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

## Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

## Accessibility and Accommodation

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 in order to

perform the essential functions of a position, please send an e-mail to

[us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) 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

## 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>

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**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.

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Дивизион

Finance

Business Unit

Finance

Место

США

Состояние

New Jersey

Сайт

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Аудит и финансы

Job Type

Full time

Employment Type

Regular

Shift Work

No

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