

Director, US Market Access Early Pipeline

Job ID
REQ-10089173
Окт. 09, 2026
CША

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. This position will require 10% travel.

Imagine influencing the future of medicine before it reaches patients. As Director, Market Access Early Pipeline, you will play a critical role in shaping how Novartis invests across its innovative pipeline, helping determine which assets advance and how they are developed to maximize patient access and commercial success. Partnering with leaders across Research & Development, Global Strategy, Clinical Development, and US Commercial teams, you will provide market access insights that guide key investment decisions, optimize evidence generation strategies, and ultimately help bring transformative therapies to patients who need them most. This is a unique opportunity to combine strategic thinking, market access expertise, and cross-functional leadership to make an impact on the future of healthcare.

About the Role

Key Responsibilities:

- Providing US Market Access forecasting assumptions, including pricing (gross and net), anticipated payer coverage, and the implications of quality of coverage on physician demand and patient Rx fulfillment for assets and indications
- Developing strategies to optimize payer coverage, patient affordability, and sales revenue for assets being considered across multiple indications and therapeutic areas
- Conducting relevant payer market research, analyzing secondary data, and incorporating internal Novartis experience to inform assumptions and recommendations
- Assessing clinical trial designs for potential market access risks and/or opportunities to optimize coverage and patient access (e.g., formulation, dosing, outcomes, potential data that would support positive coverage determinations, choice of comparator, potential cost-offset data)
- Collaborating across multiple teams within the US and Global organizations to create disease area assessments for assets at proof of concept and ensuring that the organization understands what it would take to be commercially successful in different disease areas, including the key criteria needed to support a commercial case and decision to progress an asset into phase 2

Essential Requirements:

- **Education:** Bachelor's degree required; MBA, Health Policy or equivalent preferred
- Minimum of 7 years of pharmaceutical experience in Market Access, Marketing, Managed Care Finance, Insights & Analytics or Business Development
- Awareness and understanding of US healthcare dynamics and the drivers of pharmaceutical value
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrix organization
- Ability to analyze complex business issues and trends and to connect commercial, financial, and clinical perspectives to develop enhanced value propositions

Desirable Requirements:

- Experience in Oncology therapeutic area

Novartis Compensation Summary:

The salary for this position is expected to range between \$194,600 and \$361,400 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.

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Место
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Remote, US
Сайт
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Company / Legal Entity
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Alternative Location 1
East Hanover, New Jersey, США
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
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