NOVARTIS

Manager, Cardiovascular Priority Accounts-Detroit- Ann Arbor, MI

Job ID
REQ-10091796
Ноя. 06, 2026
США

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 Manager, Cardiovascular Priority Accounts drives product pull-through in targeted Priority Accounts and Affiliated Healthcare Systems within the cardiovascular brand portfolio. This role involves developing and implementing strategic business plans, collaborating with various departments to execute institution-centric programs, and building key business relationships with senior partners. The Manager, Cardiovascular Priority Accounts will engage with decision makers to enable account buying and HCP ordering of Novartis products, while generating insights into new business opportunities. Expertise in Institutional Selling, the US healthcare landscape, and health system structures are essential.

About the Role

Key Responsibilities:

- Accountable for building institutional advocacy around formulary adoption of cardiovascular brands to drive appropriate utilization of approved products, while enabling demand by developing, coordinating, and implementing a strategic business plan for identified top Priority Accounts and Affiliated Healthcare Systems.
- Build relationships with administrative decision makers, clinical, operational, and financial partners to optimize pathways, transitions of care, treatment protocols, and other workflow enablement and conduct periodic needs assessments with key customers to tailor and communicate insights and activities, engaging with partners to implement new strategies and tactics.
- Identifies and enables injection locations suitable to account archetype and pathway, working with administrative stakeholders and cross-functional teams to integrate workflow and EMR.
- Possesses basic knowledge of inpatient vs. outpatient billable reimbursement to ensure the strategic account plan is appropriate and understands market and customer economics and access models, including payment programs and industry trends. Maintains general awareness of Novartis price offerings and ensures account administrators are informed about available offerings.
- Collaborate with local partners to create and maintain targeted institutional-specific business plans reflecting an understanding of local market forces influencing product sales.
- Demonstrates expertise in disease state, marketplace, competitors, industry, and cross-functional activities to anticipate and address business opportunities and challenges.
- Provides product and disease state presentations to physicians and their staff, building key business relationships within accounts while leading cross-functional teams to create, implement, and update business plans to achieve product goals.
- Supports cross-functional team members in identifying key business opportunities and diagnosing critical business and implementation issues within assigned Priority Accounts and Affiliated Healthcare Systems.

Essential Requirements:

- Bachelor’s degree required from 4-year college or university.
- 5+ years’ experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams, and has 2+ 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.
- 2+ years’ experience managing complex accounts, including major academic centers and hospitals, with extensive account management expertise.
- Must possess an extensive understanding of the cardiovascular community and demonstrate a strong track record of expertise in therapeutic area and product knowledge.
- Extensive business experience, with proven capability to collaborate and work across different functions in a matrix environment to develop strategic account plans that align with customer and organization objectives.
- Exhibited extensive customer and cross-functional expertise, combined with an understanding of the healthcare ecosystem, strong business acumen, and proficiency in technology and digital engagement.

· Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver’s license.

Desirable Requirements:

· Experience calling on assigned cardiovascular accounts.

· Two different types of cross-functional roles/experience (Marketing, Medical, Market Access and Reimbursement and/or Sales Leadership).

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 $145,600 and $270,400 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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US
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Место
США
Состояние
Field, US
Сайт
Field Non-Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Ann Arbor (Michigan), Michigan, США
Alternative Location 2
Detroit (Michigan), Michigan, США
Functional Area
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Job Type
Full time
Employment Type
Regular

Shift Work
No

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