NOVARTIS

Director, Trade & GPO Account Management & Strategy

Job ID
REQ-10093134
Ноя. 20, 2026
США

Сводка

This is a field-based and remote opportunity supporting key accounts. This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

Shape how innovative medicines reach the patients who need them. In this highly visible role, you'll lead strategic relationships with wholesalers, Group Purchasing Organizations, specialty distributors, and other channel partners while helping define Novartis' trade and distribution strategy. You'll bring together commercial strategy, contracting, supply chain, and operational expertise to strengthen partnerships, optimize distribution, and ensure launch readiness across a diverse portfolio. Working across Market Access, Supply Chain, Legal, Compliance, Finance, and Commercial teams, you'll turn complex challenges into practical solutions that deliver meaningful business and customer impact.

About the Role

Key Responsibilities:

- Lead strategic relationships with national wholesalers, specialty distributors, and channel partners.
- Develop and execute distribution strategies supporting new product launches and existing portfolio products.
- Lead negotiations and amendment processes for pharmaceutical distribution service agreements with wholesalers, specialty distributors, and channel partners.
- Shape commercial terms addressing chargebacks, returns, inventory management, compliance, and operational performance.
- Drive launch readiness across inventory deployment, shipping, storage, order processing, and logistics requirements.
- Partner with Supply Chain and Commercial teams to address specialized distribution needs, including cold-chain products.
- Resolve complex customer issues involving distribution operations, returns, deductions, shipping practices, and service levels.
- Advance pharmaceutical supply chain compliance and integrate evolving regulatory requirements into distribution practices.
- Monitor contract performance, address financial disputes, and identify opportunities to reduce operational and commercial risk.
- Lead cross-functional alignment across Market Access, Supply Chain, Legal, Compliance, Finance, Customer Service, and Commercial teams.

Essential Requirements:

- Education: Bachelor's degree in business or related discipline required. MBA or other relevant advanced degree preferred
- 7+ years pharmaceutical industry experience working with wholesale/distributors; strong understanding of relevant functions and procedures
- Strong understanding of Trade processes and pharmaceutical regulatory requirements; experience working with account management
- Ability to analyze data and monitor wholesaler patterns and sales to drive incremental business
- Strong interpersonal skills including ability to communicate effectively with people individually and groups: ability to communicate with technical and non-technical colleagues; experience establishing and maintaining effective relationships across departments
- Demonstrated ability to lead contract negotiations
- Strong analytical, strategic and influencing skills
- Ability to travel 25% over a broad geography is required with the ability to drive and/or fly within the territory

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.

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

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
Field, US
Сайт
Field Non-Sales (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

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