

Director, Channel & Pricing Strategy

Job ID
REQ-10077654
май 08, 2026
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. This position will require up to 25% travel as defined by the business (domestic and/or international).

The Director, Channel & Pricing Strategy, will serve as the strategic team lead for all Channel participants and lead the pricing and strategy for key inline buy and bill brands specific to the Product Portfolio that represent between 40%-50% of the US Business. This role will develop Gross and Net pricing for products and provide mechanisms to administer account pricing, specific contracting, value proposition and outcomes-based strategies, leading the negotiation and implementation of customer contract/pricing programs for assigned accounts in collaboration with Trade teams. This position is responsible for creating business solutions that meet both external customer and Novartis business needs by working cross-functionally with internal executive management while gaining customer insights and to effectively drive customer satisfaction and maximize Novartis business. Additionally, this position will champion the development and cross-functional interaction for optimal US Novartis pricing, contracting portfolio and IPST strategies for assigned in-line, launch and pipeline products.

About the Role

Key Responsibilities:

- Develops account specific and portfolio contract strategies in line with Business Unit sales goals and customer needs; aligns Account strategy with other key Sales, Marketing, Medical and Market Access functions and ensures cross-functional support
- Drive strategic account development integrating deeper and broader with large accounts to gather competitive intelligence and customer insights to better position Novartis brands on payer formularies and lead contract negotiations with key assigned Accounts
- Develops pricing, contracting and channel strategies for optimal patient access and profitability for assigned new and in-line products focusing on the full commercialization continuum
- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end Brand payer contract execution
- Support the development of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research

Essential Requirements:

- **Education:** Bachelor's required; MBA or equivalent preferred
- Minimum of 7 years of pharmaceutical industry, Market Access, Pharmacy, Consulting or Payer experience
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Extensive experience in healthcare contracting and critical understanding of PBM, National and Regional Health Plan business, Medicare Part D, Medicare Part B and changing market landscape
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with significant leadership experience and a high level of self-awareness and curiosity with focus on empowering others. Demonstrates high degree of emotional intelligence, adaptability and creativity in solution-oriented ideation – results-oriented, fails fast to learn faster, and embodies an agile, growth mindset
- In-depth knowledge of patient access, launch excellence, marketing and business processes and ability to analyze complex business issues
- Deep understanding of US pharmaceutical value chain and its business processes

Desirable Requirements:

- Rare disease therapeutic area experience preferred

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.

Дивизион

US

Business Unit

Marketing

Место

США

Состояние

Remote, US

Сайт

Remote Position (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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