

Director, Market Access Strategy - Remote

Job ID
REQ-10018334
Sep 03, 2024
USA

Summary

US Market Access Strategy will support the company in understanding overarching Market Access opportunities and challenges, and help the organization navigate future complexity with external Market Access stakeholders.

The Director, Market Access Strategy is part of a team that collectively defines and delivers solutions to maintain an industry leading approach to market access. This role is responsible to provide market access perspectives to help inform strategic decision-making. The Director will ensure that the organization has a coherent, well supported, forward thinking, Market Access strategy that optimizes our ability to reach appropriate patients as well as the overall potential value of the portfolio to the organization. This role works cross functionally with multiple internal stakeholders, including Strategic Pricing & Contracting, Therapeutic Area Strategy leads, Policy, Product General Managers, Finance, and Strategy & Growth.

About the Role

Location: Remote

Key Responsibilities:

- Partnering with internal subject matter experts to understand Market Access external stakeholder business models and management, industry trends, how they may evolve in the future, and the implications to our business/portfolio, including and the market access portfolio risks and/or opportunities to optimize coverage and patient access
- Working with the Novartis Policy team to assess the potential implications of new or proposed policy changes on our inline and pipeline products
- Ensuring that leadership across the organization is well-informed of Market Access opportunities and challenges
- Supporting leadership and extended team initiatives to educate the organization on Market Access conditions
- Coordinating rapid, ad hoc assessments of emergent business questions, aligning position, and disseminating throughout the organization
- Developing leadership presentations to support the Chief Market Access Officer
- Managing lunch-and-learn and newsletter programming for the internal US Market Access and the broader organization to ensure a common understanding of the US Market Access position on key market access developments and to showcase noteworthy achievements
- Drafting an annual US Market Access Outlook to inform brand planning across the organization (e.g., perspectives on biosimilar landscape evolution, policy changes that might affect our products, key

customer evolution)

- Developing industry-leading frameworks, tools and resources, so therapeutic area teams can efficiently develop Market Access forecasting assumptions, including pricing, payer coverage, and implications of forecasted quality of coverage on physician demand and patient Rx fulfillment
- Overseeing critical market research
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Positioning the Market Access Portfolio Strategy team as a destination for high-potential associates across the organization and creating a work environment where team members are encouraged to collaborate and develop
- Working within ethical and compliance policies, ensuring a diverse and inclusive environment free from all forms of discrimination and harassment, adhering with Company policies, state and federal laws and regulations and ensuring those around him/her do the same

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.

What you'll bring to the role:

Education: Bachelor's degree required; MBA, Health Policy or equivalent preferred

Essential Requirements:

- Minimum of 7 years of pharmaceutical experience in a combination of Management Consulting and Market Access as well as Portfolio Strategy, Insights & Analytics, Managed Care Finance, Communications, and/or Business Development
- Previous experience in management / strategy consulting, with a focus on life sciences market access
- Awareness and understanding of US healthcare dynamics and different stakeholder perspectives on pharmaceutical value
- Strong interpersonal, communication, and influencing skills combined with an ability to successfully collaborate across a matrixed organization
- Ability to analyze complex business issues and trends and to synthesize information into clear and compelling insights and recommendations delivered in a persuasive way to the organization
- Demonstrated high degree of emotional intelligence, adaptability, and creativity in solution-oriented ideation
- Demonstrated prioritization, organizational, and project management skills
- Proven results-oriented approach (e.g., fails fast to learn faster) and embodiment of an agile, growth mindset
- Proficient in Microsoft Office, particularly PowerPoint and Excel

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

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$212,000.00 and \$318,000.00/year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation

package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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