

Associate Director, Market Access Strategy, Renal

Job ID

REQ-10075910

Apr 17, 2026

LOC_US

About the Role

Key Responsibilities:

- Assisting in the development of 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)
- Identifying market access trends and developing business solutions that capitalize on market opportunities
- Supporting the Global Strategy & Growth organizations to ensure that future planning is sensitive to US market needs
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems)
- Preparing leadership slide decks
- Managing how we share information across the Market Access and broader organization
- Supporting the development of critical market research including development of qualitative and quantitative areas of study, and determining fundamental go-to-market principles to achieve optimal product commercialization
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems)
- Managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget

Essential Requirements:

- Education: Bachelor's degree required; MBA, Healthy Policy or equivalent preferred
- Minimum of 5 years of pharmaceutical experience in a combination of Market Access as well as Portfolio Strategy, Insights & Analytics, Managed Care Finance, Communications, Management Consulting, and/or Business Development
- Awareness and understanding of US healthcare dynamics and different stakeholder perspectives on pharmaceutical value
- Ability to analyze complex business issues and trends and to synthesize information into clear and compelling insights
- Strong interpersonal, communication, influencing and analytical skills with an ability to successfully collaborate across a matrixed organization
- Ability to manage multiple projects with demonstrated organizational and project management skills

Desirable Requirements:

- Preferred focus in market access strategy or strategy consulting with a focus on market access
- Rare disease therapeutic area experience

Novartis Compensation Summary:

The salary for this position is expected to range between \$160,300 and \$297,700 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.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IU

Business Unit

Marketing

Location

LOC_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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