

AD, Market Access Engagement Operations

Job ID

REQ-10078328

May 22, 2026

LOC_US

About the Role

Key Responsibilities:

- Accountable for proactively monitoring business performance and execution (including field force key indicators); recommending business solutions and course correction tactics as needed to drive performance, develops reporting mechanisms and key indicators to clearly communicate Field Force performance utilizing strong analytical skills
- Ensure TA initiatives, resources/training, and account target lists are aligned and clearly communicated to market access engagement team(s)
- Support the facilitation of quarterly business reviews with Market Access Leadership Team
- Liaise and work with channel leadership, IDS, and market access strategy to design, implement and track -field driven programs
- Support the operational effectiveness of the Market Access Engagement teams
- Creates and manages processes to streamline workflow, adapts to continuous changes, prioritizes tasks, and stays ahead of the planning process and employs project plan tracking to ensure projects stay on task and timelines are met
- Assist in coordination & support of the field force in tactical execution and projects including: Project Communications & Tactical roll out, training requirements and coordination of Market Access Meetings including Launch Meetings and Business Review Meetings

Essential Requirements:

- Education: Bachelor's Degree required
- Minimum of five years of pharmaceutical, biotech, healthcare, or healthcare consulting industry inclusive of at least 2 different types of cross-functional roles/experience
- 2+ years leading complex projects
- Strong analytical skills and critical thinking to diagnosis business issues and incorporate into development or adjustment of strategies, plans and tactics to achieve business objectives
- Excellent business/commercial acumen needed; demonstrates ability to self-start, initiate and to deal with ambiguities
- Experienced in establishing and cultivating relationships; able to collaborate effectively with key stakeholders and partners across the organization
- Uses diverse and varied approaches to persuade, negotiate and influence operational decisions

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

Alternative Location 1

LOC_US

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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