

Director, Channel Operations Strategy, Advanced Platforms

Job ID

REQ-10078820

May 26, 2026

LOC_US

About the Role

Key Responsibilities:

- Lead the implementation of Cell & Gene Therapy and RLT portfolio contract strategies for distribution, dispensing, pharmacy, and group purchasing organizations in line with Business Unit sales goals and customer needs
- Align strategy with other key Sales, Marketing, Medical and Market Access functions and ensures cross-functional support
- Develop field operations models and data capabilities to organize and plan business-to-business market access field engagement and impact monitoring
- Responsible for the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end channel partner contract execution

Essential Requirements:

- Education: Bachelor's degree 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 distribution, group purchasing organization, and pharmacy business models
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- 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
- Strong capabilities in commercial and field data analytics and enablement

Desirable Requirements:

- People leadership experience preferred
- Previous cell and gene therapy, rare disease, radioligand therapy, radioligand imaging and/or high cost specialty medical benefit 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.

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

Remote Position (USA)

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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