

# Director, Market Access Strategy, Cardiovascular & Metabolic

Job ID

REQ-10080231

Jun 05, 2026

LOC\_US

## About the Role

### Key Responsibilities:

- Functioning as the key point of contact for US Integrated Product Strategy Teams (IPST), representing market access function for all relevant product/platform meetings and ensuring that other Market Access functions are involved and present as appropriate
- Design, develop, and execute an integrated 3- to 5-year strategic access plan in collaboration with market access sub-functions, which includes integration of short- and long-term access strategies/tactics in an annual product planning process
- Engaging with the Novartis Patient Support, Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently, and market access strategies are seamlessly executed upon
- Partnering with Payer, Pricing, and Channel Strategy to ensure that annual forecasts are accurate and reflect the latest market events
- Socializing US market access product/platform strategies as appropriate with Executive Leadership, ensuring the US Leadership Team is well-informed of access opportunities and challenges at any given time
- Partnering with brand and other Market Access teams to secure annual budgets and ensure tactical plans support the Market Access product strategies
- Working closely and engaging with Legal, Compliance, Brand and Marketing teams to ensure tactics are aligned and implemented in an expeditious and compliant manner
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Oversee 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
- Responsible for 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 7 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Success in the areas of commercial pharmaceuticals and a track record of execution and results
- Ability to recognize complex relationships and market dynamics and to synthesize simplified, direct and effective communications
- Strong interpersonal, communication, influencing and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Demonstrated ability to manage multiple projects with potential inter dependent findings and deadlines
- Engage a diverse group of people across product, marketing and customer experience
- Ability to implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment

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

Other

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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