

Rheumatology Institutional Specialist – New York City

Job ID

REQ-10083609

Jul 16, 2026

LOC_US

About the Role

Key Responsibilities:

- Accountable for building institutional advocacy around formulary adoption of rheumatology brands to help drive appropriate utilization of approved products.
- Increase demand by creating, organizing, and executing a strategic business plan specifically for the key strategic hospitals within the designated rheumatology academic and government institutions.
- Collaborate with local partners to develop and sustain strategically focused business plans tailored to specific institutions, reflecting a comprehensive understanding of local market dynamics that impact product sales.
- Exhibits a thorough understanding of the disease area, market dynamics, competitors, industry trends, and cross-functional strategies to proactively address and successfully navigate business opportunities and challenges.
- Execute sales activities by delivering presentations on products and disease states, sharing approved clinical data with physicians and their teams. Establishes key business relationships within the hospital, engaging with essential clinicians, administrative staff, and influential decision-makers to network across the organization and collaborate on initiatives where opportunities emerge.
- Facilitate cross-functional Area Team Meetings (ATMs) for designated hospital accounts, developing, executing, and revising business strategies to meet product access and sales targets.
- Regularly evaluate key customer needs to provide tailored insights and hospital activities to both field and headquarters teams and collaborate on implementing new strategies to seize business opportunities.
- Assist Area Business Leaders in pinpointing significant business opportunities and diagnosing essential business and implementation challenges within designated hospitals and their adjacent markets/landscape.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 5+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed sales teams; inclusive of 2+ years in hospital sales or similar sales role managing sophisticated accounts (including large academic centers) within the past 5 years. We also welcome candidates from other complex sales environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- Must have a high degree of understanding of the community and embody strong record of accomplishment of therapeutic area/product knowledge expertise.
- Robust business background, with strong ability to collaborate and work cross-functionally within sophisticated matrix environments.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- Experience across therapeutic groups, disease states, account management strategy, and new product launches.
- Broad understanding in patient services, market access, buy and bill, specialty pharmacy, reimbursement and/or medical calling on HCPs with respect to a sophisticated product or reimbursement pathway.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated.

Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between \$145,600 and \$270,400 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

Sales

Location

LOC_US

Site

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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