

AD, Market Access Contracting

Job ID

REQ-10084258

Jul 27, 2026

LOC_US

About the Role

Key Responsibilities:

- Serving as the central point of contact for the pricing and channel strategy teams, account management, legal, Managed Markets Finance (MMF) operations, government pricing, and senior leadership on all contracting matters related to a designated account list or segment.
- Working with pricing, channel strategy, and account management in the development of contract proposals and effective negotiation strategies, including working with customer accounts directly in negotiation of contractual documentation.
- Collaborating with the pricing and channel strategy teams to develop and assess brand contracting strategies.
- Serve as primary liaison to MMF to ensure accurate understanding and interpretation of contract changes. Provide general oversight to discount and rebate operations team and serve as an approver of various contract price determinations and payment types related to market access contracts (e.g., Managed Care and Medicare rebate payments, GPO, channel, and customer contract price and rebate payments).
- Support market access teams in managing contract amendments, renewal timeline tracking and execution, and the development of new contracting templates.
- Ensure all contracts are completed according to determined SLAs and SOPs
- Preparing regular reports and dashboards for management, key internal stakeholders across market access and brand teams, and external stakeholders to supplement customer and account business and performance reviews. Reporting will include but not limited to formulary tracking, rate tracking, invoice tracking, growth and performance-based rebate tracking across customers and/or channel segments, and general reporting of market share using both claims, IQVIA, sales, and chargeback data.
- Responsible for accurate and timely reporting of formulary changes in NEXUS across Managed Care and Medicare accounts.
- Engage on an ongoing basis with MMF Gross to Net forecasting team to review contract changes, actual blended rates forecasted blended rates, and associated P&L implications for each account.
- Responsible for SOX documentation and compliance with periodic internal and external audits.

Essential Requirements:

- Education: Bachelor's degree in Finance, Economics, or Law preferred; advanced degree (i.e., MBA) a plus
- Minimum of 5 years of pharmaceutical or healthcare industry experience
- Experience in contract reviewing/writing, account measurement, reporting, and forecasting.
- Advanced understanding of legal aspects of contracts and contract interpretation as well as potential pricing impacts. Ability to manage complex contracts and understand potential pricing impacts.
- Excellent written and verbal communication skills; ability to present complex information and data sets in an understandable and compelling manner.
- Excellent financial and analytical skills and acumen

Desirable Requirements:

- Extensive knowledge of pharmaceutical and market access contracting and its market segments
- Experience in all commercial, managed care, and channel environments (HMOs, IPAs, PBMs, GPOs, LTCs, and Specialty Pharmacies), and knowledge of the Medicare contracting marketplace.

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

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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