

## **Director, Value & Access Trade, Corporate and Government Accounts " >**

Job ID  
320839BR  
Sep 17, 2021  
USA

### **Job Description**

In the next five years, Novartis Pharma expects up to 10 product launches, and if serving patients is your passion – this may be the place for you! The Managed Markets team is looking for focused, passionate, critical thinkers to shape how Novartis brings innovative therapies to the market and work towards patients having sustainable access to our medications. Today, patient access is one of the most important elements of the healthcare ecosystem, and our success translates directly to helping patients achieve their health objectives. Join us in this essential and exciting work, and make your contribution to the most talented Managed Markets team in the U.S.

In this role, you will be a strategic partner to Account Management LT and liaison to Franchise Value & Access teams and Pricing & Contracting Center of Excellence (CoE)

- Craft impactful presentations for Account Management teams and provide data and insights to inform executive, industry and environment presentations/perspectives
- Design, implement and track key initiatives as designated by Leadership Team, and creatively generate options to maximize the utilization of the organization's resources to support prioritized needs of the business
- Lead strategic projects supporting Account Management business objectives including but not limited to segment and customer insights, pull-through coordination, and capability evolution
- Ensure timely deliverables of data, account performance analysis and reporting that supports Field performance and enables effective communication with the US Pharma Brand Marketing and Sales teams
- Become the voice of the field by delivering insights Account from Trade, Corporate and Government Accounts field teams, providing input on dashboards, assisting in planning and communications efforts around organizational changes, and draft in YE accomplishments for Account Management LT members, etc.
- Represent Field perspective by providing accurate synthesis of field viewpoints and insights while leading and coordinating field communications and field-relevant materials, including but not limited to training requirements and policies and procedures

### **Diversity & Inclusion / EEO**

*The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.*

## Minimum Requirements

This position will be located at our East Hanover site and will not have the ability to be located remotely. This position will require travel as defined by the business (domestic and/ or international).

- Bachelor's degree is required; an advanced degree (MBA, MS Life Sciences) is strongly preferred
- Minimum of 10 years of pharmaceutical experience in Marketing/Sales, Market Access or Managed Care Finance
- 2+years of management consulting experience, focused on Healthcare/Pharmaceuticals is strongly desired
- Demonstrated success in the areas of commercial pharmaceuticals and a track record of strong execution and results
- Experience analyzing complex situations and processes and effectively integrating and synthesizing the data to form a complete cohesive picture
- Strong interpersonal, communication, influencing and analytical skills
- Demonstrated ability to synthesize information to develop recommendations, and ability to persuade / influence organization pursuit of recommended path
- Demonstrated ability to develop and implement programs that deliver improved business results in a timely manner combined with ability to adapt to changes within the internal and external environment

### Why Novartis?

769 million lives were touched by Novartis medicines in 2020, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do here at Novartis!

### Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

No video provider was found to handle the given URL. See [the documentation](#) for more information.

Division

PHARMA

Business Unit

US PHARMA

Location

USA

Site

East Hanover, NJ

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Marketing

Job Type

Full Time

Employment Type

Regular

Shift Work

No

[Apply to Job](#) [Access Job Account](#)



Job ID

320839BR

## **Director, Value & Access Trade, Corporate and Government Accounts**

[Apply to Job](#) [Access Job Account](#)

---

**Source URL:** <https://www.novartis.com/careers/career-search/job-details/320839br/director-value-access-trade-corporate-and-government-accounts>

### **List of links present in page**

- <https://www.novartis.com/careers/career-search/job-details/320839br/director-value-access-trade-corporate-and-government-accounts>
- <https://www.drupal.org/node/2842927>
- <https://sjobs.brassring.com/TGnewUI/Search/home/HomeWithPreLoad?PageType=JobDetails&partnerid=13617&siteid=5260&jobid=2737801&AL=1>