

US Market Access Future Leaders Program

Job ID
REQ-10026511
Oct 18, 2024
USA

Summary

A Manager in the Future Leaders Program US Market Access will rotate through three of the following four disciplines over a two-year period: Market Access Product Strategy, Account Management & Pricing Strategy, Channel Strategy, and Early Pipeline Market Access Strategy. Each rotation will be approximately eight months in duration. In addition to daily work, the manager will participate in formal Market Access training and formal Leadership Training, as well as additional required compliance trainings.

About the Role

As outlined below, job responsibilities and experiences will differ depending on the Market Access discipline.

Market Access Product Strategy:

- Support TA Director/Executive Director as point of contact for US product teams
- Assist in the development of annual Market Access product-specific tactical plans and partnering with brand and other Market Access teams to ensure that annual budgets are secured and managed appropriately
- Engage with the Integrated Marketing and Customer Engagement Organizations to ensure that we are working efficiently and market access strategies are seamlessly executed upon across the organization
- Develop market access promotional materials for Market Access, Marketing, Patient Support, and Customer Engagement organizations, as appropriate
- Support 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
- Support vendor RFP process and contracting compliance
- Become proficient in the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems

Market Access Early Pipeline:

- Support the development of US Market Access forecasting assumptions, including pricing, price evolution, payer coverage, and implications of price and coverage on physician demand and patient Rx fulfillment for individual assets and indications. The team responsible for US Market Access forecasting engages in:
 - Designing and leading qualitative market research
 - Identifying and assessing potential market analogs
 - Mining available data sets for key insights
- Inform phase 2 and 3 clinical development programs to position assets for optimal coverage and patient

access (e.g., formulation, dosing, outcomes, potential data that would support positive coverage determinations, choice of comparator, potential cost-offset data)

- Identify and quantify potential portfolio opportunities to optimize coverage for eligible patients across the pipeline
- Analyze and characterize access-based strengths/weaknesses/gaps/opportunities in the US disease area strategy to ensure viability of a longer-term strategy

Market Access Channel Strategy

- Assist in the development of account specific and portfolio contract strategies in line with Business Unit sales goals and customer needs; aligns Account strategy with other key Sales, Marketing, Medical and Managed Care functions and ensures cross-functional support
- Support the drive for strategic account development integrating deeper and broader with large accounts to gather competitive intelligence and customer insights to better position NVS brands
- Assist in the analysis for Group Purchasing Organization and provider based contracting strategies to remove barriers to prescribing and assist in developing contracting execution
- Support the development of product-specific channel strategies inclusive of wholesaler and specialty pharmacy
- Assist in channel specific market research in conjunction with the Market Access Product Strategy Team
- Support the drive for in-line product channel analyses to ensure optimized channel strategies given the evolving market dynamics
- Support various product teams in evaluating and implementing appropriate market access enhanced services with channel partners

Acct Mgmt, Pricing, and Pricing Strategy:

- Assist in the analysis for pricing, contracting and channel strategies for optimal patient access and profitability for assigned new and in-line products focusing on the full commercialization continuum
- Support the strategic and financial evaluation of potential contracting efforts, support of customer negotiations and end-to end Brand payer contract execution
- Support the development of market access strategies for inline and pipeline products by conducting pre-modelling scenarios for market and competitor analyses, stakeholder and pricing and channel research
- Understand the dynamics of relationships with significant national and regional customers and stakeholders; learn about interacting with key customer to understand their needs, perspective, and issues while recruiting customer sources to deliver competitive intelligence and customer insights in order to effectively guide and design effective customer strategies
- Supports delivery of account plans and required financial results; works effectively with colleagues in other functions to achieve account goals.

Works within ethical and compliance policies to support a diverse and inclusive environment free from all forms of discrimination and harassment, adheres to Company policies, state and federal laws and regulations and ensures that others do the same.

What you will bring to the role:

Education: Bachelor's degree required; MBA or PharmD Required

Experience:

- Must be currently enrolled in a full-time MBA program with an anticipated graduation date in the Spring of 2025

- Minimum of 3 years of working experience
- Awareness and strong interest in US healthcare dynamics and the drivers of pharmaceutical value
- A track record demonstrating a work history of execution and results
- Ability to recognize complex relationships and market dynamics and to synthesize simplified, direct and effective communications
- Strong interpersonal, communication and analytical skills combined with an ability to successfully collaborate across a matrix organization
- Ability to consistently meet deadlines and manage multiple projects with potential interdependent findings and deadlines
- Engage a diverse and varied group of stakeholders and collaborators across product, marketing and customer experience teams
- Ability to adapt to changes within the internal and external environment
- Proficient in Microsoft Office, particularly PowerPoint and Excel
- Eligibility criteria includes students with authorization to work in the U.S. without requirement for employer sponsorship / visa / STEM Opt.

The pay range for this position at commencement of employment is expected to be between \$144,000.00 and \$216,000.00 per year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we’ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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