

AD Federal Accounts - West Coast- Remote

Job ID
REQ-10055590
Jun 24, 2025
USA

Summary

Location:

This field-based role covers the following states but not limited to CA, NV (excluding Las Vegas), ID, WA, OR, AK and HI. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory.

Candidate must live close to a major commercial airport if not living within the state/region.

The Associate Director of Federal Account Management will be responsible for the achievement of account management goals on assigned Federal Accounts and for the achievement of Novartis Pharmaceuticals Corporation Innovative Medicines business goals by implementing customer programs with designated federal customers to establish Novartis as the preferred partner of choice with assigned Federal Accounts. This position will be expected to work collaboratively with multiple internal key stakeholders across National/Regional Payer Contracting teams, Government Accounts, Healthcare Systems Engagement, Novartis Patient Services (NPS), Field Reimbursement Teams, Pricing and Channel Strategy, Value & Access, Trade, ERC, Legal, key collaborators within the Integrated Product Organization, Integrated Marketing Organization and the Customer Engagement Organization to achieve Novartis business goals by ensuring favorable coverage/access for the entire enterprise portfolio and segment excellence that would drive sales volume. The Associate Director of Federal Account Management is a hybrid role, which includes both account management and facilitates access for compliant engagement with VA, DoD and IHS providers.

About the Role

Your responsibilities will include, but are not limited to:

- Management of assigned Federal Agencies and Accounts, including the delivery of re-quired financial results within region.
- Provide expert insight into the Federal Agencies and their impact on Key Accounts, identify new business opportunities with current or potential accounts.
- Responsible for facilitating pull-through and formulary management with assigned Federal Accounts.
- Build and sustain long-term customer relationships with assigned Federal Accounts based on deep understanding of the customer organization, structure, business strategy and priori-ties.

- Responsible for access and reimbursement across the specific customer groups that are relevant to the Federal Account.

This is a US based position. No international relocation will be provided for this position.

Education Requirements:

Bachelor's degree required, MBA or equivalent preferred.

Minimum Requirements

- Minimum 5 years of experience in pharmaceutical sales, marketing, operations, or relevant military service/ government employment. Veterans preferred.
- Minimum of 3 years' experience in government healthcare market access preferred • Critical understand of Federal Government Agencies - particularly, VA / DoD / IHS.
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management.
- Proven ability to maximize sales volume post formulary acceptance through effective collaboration and partner-ship with external customers and internal sales field forces (pull-through).
- Strong understanding of the evolving federal agencies and implications on providers & patients.

The pay range for this position at commencement of employment is expected to be between \$168,000 and \$312,000 per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, 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. 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.

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

Universal Hierarchy Node

Location

USA

State

Field, US

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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4. <mailto:us.reasonableaccommodations@novartis.com>
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Non-Sales-USA/AD-Federal-Accounts---West-Coast--Remote_REQ-10055590-1
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