

AD, Oncology Portfolio Market Access Strategy

Job ID
REQ-10022568
Oct 01, 2024
USA

Summary

Location: East Hanover, New Jersey

This position will be located at the 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)."

Please note that this role would not provide relocation and only local candidates will be considered. Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a di-verse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With a strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly

The Associate Director of Oncology Portfolio Market Access Strategy will support the company in understanding overarching Market Access opportunities and challenges, and help the organization navigate future complexity with external Market Access stakeholders. This role is responsible for working across the US market access organization to support holistic access strategy and ensure delivery of strategies that reflect the expertise across the different specialties within the US market access (i.e., Strategic Pricing & Contracting, Commercial Access Integration, Finance). Additionally, this individual will ensure that these strategies are executed across the broader affected organization (i.e., the Product, Integrated Marketing, and Customer Engagement Organizations).

Additionally, this individual will be responsible for the development and delivery of solutions to leading oncology systems and organizations through a deep understanding of their oncology business/delivery model. This individual will be responsible for developing enterprise cross-portfolio ("above brand") marketing programs and tactics aligned to organizational priorities for use by custom-er engagement and acct. management teams. Through engagement with trade teams, this individual will identify customer engagement/marketing opportunities through channel partners and work with therapeutic area specific teams on brand level engagement strategies.

About the Role

Your responsibilities will include, but are not limited to:

- Developing and socializing US market access oncology stakeholder strategy, opportunities, and engagement plans (professional societies, GPOs, and community oncology) as appropriate with US

Market Access therapeutic area leads

- Develop and manage oncology specific sponsorships strategy including national/regional congress support as well as corporate memberships; Refine compliance and procurement pathways for strategic partnerships
- Developing Congress plans for key oncology related associations (eg COA)
- Developing and driving Novartis engagement strategy for third party pathway organizations
- Monitoring evolving oncology models of care (i.e. Enhancing Oncology Model, Third Party Pathways etc.) and leading Novartis strategic planning initiatives in anticipation of/response to key market events
- Execution of critical market research including development of qualitative and quantitative areas of study and determining fundamental principles to achieve optimal product commercialization and above brand tactics as well as strategic considerations influencing access to oncology medications within various provider segments
- Engaging with the Integrating Marketing and Customer Engagement Organizations to ensure that we are working efficiently, and market access strategies are seamlessly executed upon
- Managing vendor RFP process and ensuring contracting compliance
- Responsible for managing multiple budgets and deliverables, including organizing interim project read-outs to ensure cross-functional alignment and ensuring deliverables do not exceed allocated budget
- Working closely and engaging with Legal, Compliance, Brand and Marketing teams to ensure tactics are aligned and implemented in an expeditious and compliant manner
- Deliver tools and resources that address barriers to care and ease the patient journey while accessing Novartis products
- Mastering the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems
- Works within ethical and compliance policies, ensures a diverse and inclusive environment free from all forms of discrimination and harassment, adheres with Company policies, state and federal laws and regulations and ensures those around him/her do the same.
- **What you'll bring to the role:** Education: Bachelor's degree required; MBA, Healthy Policy or equivalent preferred Experience:
 - Minimum of 5 years of pharmaceutical experience in a combination of Market Access as well as Portfolio Strategy, Insights & Analytics, Managed Care Finance, Communications, Management Consulting, and/or Business Development
 - Awareness and understanding, and experience with US healthcare dynamics and the drivers of pharmaceutical value
 - Success in the areas of commercial pharmaceuticals and a track record 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 group of people across product, marketing and customer experience
 - Ability to adapt to changes within the internal and external environment
 - Proficient in Microsoft Office, particularly PowerPoint and Excel
 - Travel as required

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us!

Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$174,400.00 and 261,600.00/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.

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>

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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