

Regional Accounts Associate Director, Gene Therapy – West – Remote

Job ID
REQ-10045007
Apr 03, 2025
USA

Summary

This is a field-based and remote opportunity supporting key accounts in an assigned geography. This geography will cover the following areas: Nevada and Northern California.

Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

The Novartis Regional Accounts Associate Director – Gene Therapies position is a unique hybrid role that revolves around managing key accounts, meeting performance targets, and overseeing site reimbursement and case support in the field of rare diseases. The candidate will work collaboratively with internal stakeholders across Commercial, ERC, Novartis Patient Services, Trade & Distribution, and Medical Affairs to deliver the highest level of service to key accounts.

#LI-Remote

About the Role

Key Responsibilities:

- Promotes Novartis Gene Therapies within approved labeling in a comprehensive, fair and ethical manner that is consistent with industry specific and corporate legal and regulatory guidelines.
- Identify and educate key account stakeholders on Novartis Gene Therapies clinical updates including efficacy and safety outcomes.
- Collaborates with key accounts and healthcare professionals to build individual account plans, manage resources effectively, ensure streamlined access to products at treatment centers in accordance with standard operating procedures, diligently handles each prescription through the enrollment, reimbursement, and distribution pathway with an emphasis on customer service.
- Establish and maintain relationships with hospital staff and physicians, educating them on insurance requirements for products, utilizing effective planning and analysis, and proactively developing strategies to meet goals, including educating professionals on SMA to remove barriers and facilitate decisions in healthcare provision
- Educates staff at treatment centers on product reimbursement and access resources.
- Maintains up-to-date and detailed knowledge of payor-specific coverage policies and procedures for requesting access to product.
- Continuously assesses territory opportunities to innovate and optimize account experience and internal processes and profiles and develops new treatment centers and referral systems as needed.

Essential Requirements:

- B.S./B.A. (advanced degree a plus).
- A successful track record in meeting or exceeding corporate objectives in pharmaceutical sales/management of products that required significant payer and reimbursement involvement.
- Experience with injectable products, “buy and bill” reimbursement pathways and managing Specialty Pharmacy relationships in a limited distribution network.
- Demonstrates unquestioned integrity and strong business ethics, ensures rigorous corporate compliance in all activities and communications, and performs other assigned related job duties.
- Must possess strong communication and listening skills, the ability to build rapport and manage relationships at all levels, understand and respond appropriately to various needs, be familiar with biotech/pharmaceutical industry's legal, compliance, HIPPA, and regulatory environment, and effectively interact with employees and external contacts such as HCPs and office staff.
- Proven experience and success in launching specialty pharmacy products and in administering biologic therapy as a designated healthcare provider.
- Must have valid driver's license in good standing and be comfortable spending up to 60% of time traveling; some overnight travel.
- Must live within or have the ability to travel within the assigned territory; candidates within designated major metropolitan areas are preferred.

Desirable Requirements:

- 8 years of commercial experience in the pharmaceutical/biopharmaceutical industry preferred.
- 3 years of experience selling specialty biopharmaceutical products with a demonstrated track record of meeting or exceeding corporate objectives preferred. Rare disease experience is preferred.
- In-depth knowledge of institutional selling is strongly preferred. Additional experience in specialty pharmacy distribution and Buy and Bill market is strongly desired

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$160,300 and \$297,700/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.

Company will not sponsor visas for this position.

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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

Innovative Medicines

Location

USA

State

Field, US

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Las Vegas (Nevada), Nevada, USA

Alternative Location 2

San Francisco (California), California, USA

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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