

Director, Channel & Pricing Strategy

Job ID

REQ-10077654

May 08, 2026

LOC_US

About the Role

Key Responsibilities:

- Develops 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 Market Access functions and ensures cross-functional support
- Drive strategic account development integrating deeper and broader with large accounts to gather competitive intelligence and customer insights to better position Novartis brands on payer formularies and lead contract negotiations with key assigned Accounts
- Develops pricing, contracting and channel strategies for optimal patient access and profitability for assigned new and in-line products focusing on the full commercialization continuum
- Responsible for 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

Essential Requirements:

- Education: Bachelor's required; MBA or equivalent preferred
- Minimum of 7 years of pharmaceutical industry, Market Access, Pharmacy, Consulting or Payer experience
- Thorough understanding and knowledge of US healthcare economics and the drivers of pharmaceutical demand, including pricing and reimbursement
- Extensive experience in healthcare contracting and critical understanding of PBM, National and Regional Health Plan business, Medicare Part D, Medicare Part B and changing market landscape
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Demonstrated prioritization, organizational and analytical skills as well as the ability to create solutions for complex processes and procedures
- Inspirational leadership with significant leadership experience and a high level of self-awareness and curiosity with focus on empowering others. Demonstrates high degree of emotional intelligence, adaptability and creativity in solution-oriented ideation – results-oriented, fails fast to learn faster, and embodies an agile, growth mindset
- In-depth knowledge of patient access, launch excellence, marketing and business processes and ability to analyze complex business issues
- Deep understanding of US pharmaceutical value chain and its business processes

Desirable Requirements:

- Rare disease therapeutic area experience preferred

Novartis Compensation Summary:

The salary for this position is expected to range between \$194,600 and \$361,400 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IU

Business Unit

Marketing

Location

LOC_US

Site

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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