

Associate Director, Autoinflammatory Diseases (AD-AID) - IL & WI

Job ID

REQ-10083412

Jul 16, 2026

LOC_US

About the Role

Key Responsibilities:

- Serve as the primary point of contact for assigned accounts, leveraging deep therapeutic area expertise and clinical knowledge to help healthcare providers identify appropriate patients and optimize treatment outcomes.
- Develop and execute tailored account strategies that drive patient access, strengthen stakeholder engagement, and support the successful implementation of brand, reimbursement, and patient support resources.
- Build and maintain trusted, compliant partnerships with clinical, operational, and business leaders across healthcare organizations to advance shared goals and improve patient experience.
- Anticipate customer needs, navigate complex access or reimbursement challenges, and proactively engage cross-functional partners to deliver timely, customer-centric solutions.
- Monitor changes within the healthcare and managed care landscape, translating market insights into actionable strategies that support continuity of care and business growth.
- Educate customers on available access pathways, support programs, and operational resources while ensuring seamless navigation to the appropriate internal experts when needed.
- Lead account-specific efforts to establish care pathways, treatment initiation processes, and best practices that promote efficient patient onboarding and long-term therapy success.
- Deliver compelling, evidence-based clinical discussions that differentiate the brand, increase disease state awareness, and support informed treatment decisions.
- Collaborate with Medical, Market Access, Patient Services, and Commercial partners to identify opportunities, remove barriers, and enhance customer and patient outcomes.
- Represent Novartis within the rare disease community, fostering relationships with key opinion leaders and healthcare stakeholders to strengthen disease awareness, education, and patient identification efforts.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 8+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed sales teams. We also welcome candidates from other complex sales environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- 5+ years of experience in strategic account management, partnering with complex healthcare systems such as Academic Medical Centers, IDNs, ACOs, or other large healthcare organizations.

- Demonstrated track record of commercial success, consistently delivering strong business results and building trusted customer partnerships.
- Strong clinical, business, and market access acumen, with a solid understanding of reimbursement pathways, buy-and-bill environments, and healthcare system dynamics.
- Proven ability to lead through influence, navigate complex stakeholder landscapes, and collaborate cross-functionally to achieve shared goals.
- Exceptional communication, negotiation, and relationship-building skills, paired with a high degree of accountability, strategic thinking, and customer focus.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- Experience in Sales Leadership, National Account Management, or other enterprise-level commercial roles, with a demonstrated ability to influence complex healthcare stakeholders and drive strategic business outcomes.
- Expertise in reimbursement, market access, and patient access pathways, including navigating evolving healthcare environments and supporting successful treatment access for patients.

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.

For Field Roles with a Dedicated Training Period The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between \$168,000 and \$312,000 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

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

LOC_US

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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