

Associate Director, Neuroscience Priority Accounts – New England

Job ID

REQ-10086115

Aug 20, 2026

LOC_US

About the Role

Key Responsibilities:

- Champion institutional advocacy to support formulary adoption and ensure appropriate use of approved neuroscience products.
- Build strong, collaborative relationships with leaders across our most sophisticated priority accounts and affiliated health systems.
- Design and execute strategic key-account plans that deliver meaningful outcomes for identified accounts.
- Significant customer-facing time, creating and executing short term and long-term KOL engagement plans.
- Identifies evidence gaps across product and disease education through appropriate thought leader discussions
- Partner with administrative, clinical, operational, and financial stakeholders to streamline care pathways, treatment protocols, and workflow solutions.
- Apply deep understanding of market dynamics, access models, and reimbursement trends to inform strategic decisions.
- Collaborate with local partners to create tailored, institution-specific plans that reflect market forces and customer priorities.
- Lead cross-functional teams to align strategies, update business plans, and achieve product goals within priority accounts.
- Conduct regular needs assessments and provide actionable insights to internal partners, driving innovative solutions and new business opportunities.

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 teams. We also welcome candidates from other complex 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.
- 2+ years' experience in project management and translation of strategy into execution.
- 3+ years' experience managing complex accounts, including large academic centers and hospitals, with demonstrated success in strategic account management.
- Recent US experience (within last 5 years) with deep understanding of US healthcare ecosystems.
- Demonstrated deep customer and cross-functional knowledge, healthcare ecosystem thinking, with strong business acumen and technology/digital engagement proficiency.
- Robust business background, with a strong ability to collaborate and work cross-functionally in a matrix environment to build effective strategic account plans aligned to customer and organization goals.
- 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:

- Prior experience engaging with assigned neuroscience accounts and building strong, collaborative relationships.

- Background in at least two cross-functional areas, such as, but not limited to Marketing, Medical, Market Access & Reimbursement, or Sales Leadership – demonstrating versatility and strategic insight.

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

Division

DIV_IU

Business Unit

Sales

Location

LOC_US

Site

Field Non-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

Shift Work

No

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