NOVARTIS

PROS Rare Disease Business Leader – CA/NV

Job ID
REQ-10086676
Oct 23, 2026
LOC_US

About the Role

Key Responsibilities:

- Drive demand and influence decision-making among local and national Medical Experts (MEs) and other key healthcare professionals (HCPs) within Centers of Excellence (CoEs) and assigned accounts. Prioritize education on PROS, challenge existing approaches to patient management when appropriate, communicate the product's value compliantly, and position it within the broader therapeutic and disease-management landscape to support appropriate demand.
- Develop, coordinate, and execute account-focused strategic commercial business plans that align account-specific objectives with Novartis' commercial strategy for the assigned disease state. Apply an enterprise perspective to tailor strategies to customer needs and support patient care.
- Support the design and implementation of educational programs for multidisciplinary teams to promote appropriate awareness, identification, and care of patients with PROS.
- Collaborate with Novartis cross-functional partners and key account personnel to deliver a cohesive "One Novartis" experience. Maintain broad knowledge of relevant Novartis personnel and resources to respond effectively to customer needs related to patient care and ensure a consistent customer experience.
- Engage relevant stakeholders across assigned accounts by mapping customer needs within the assigned disease state, building relationships, and delivering solutions for complex customer groups. Understand each account's payer mix, address common product-access opportunities and policy updates, and determine when to resolve issues directly or coordinate with the appropriate Novartis partner.
- Adapt effectively across engagement channels and use digital tools and platforms to address customer needs, including virtual interactions with HCPs. Leverage relevant Novartis digital resources that support the patient and customer experience, and guide customers in using Novartis digital platforms. Maintain working knowledge of current and emerging digital marketing and sales capabilities, including dynamic targeting and insight gathering. Use sales reporting tools and customer insights to identify territory and customer growth opportunities in a rapidly changing environment.
- Identify potential patients through lead generation and prospecting, evaluate opportunities, and determine the appropriate resources needed to support follow-through.
- Gather actionable customer insights across the assigned geography and through active participation in local and national conferences. Communicate findings clearly and concisely to field and headquarters teams.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 7+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams; including 3+ years' experience in one or a combination of the following areas: Key Account/Sales, Management, Marketing, Reimbursement Management or Institutional sales preferred.
- 3+ years' experience managing complex accounts, including large academic centers and hospitals, with demonstrated success in strategic account management.
- Demonstrated healthcare ecosystem thinking, technology/digital engagement proficiency, and deep understanding across one or more therapeutic communities, with a strong record of therapeutic area and product knowledge expertise.
- Strong business acumen with the ability to collaborate across functions in a matrixed environment to build thoughtful, strategic account plans aligned with customer and organizational goals.

- Candidate must reside within the assigned territory or in a territory immediately adjacent to the assigned territory, provided the residence is within reasonable proximity to a major commercial airport. For the purposes of this role, a “major airport” is a commercial airport offering regularly scheduled nonstop flights on multiple national airlines, with the ability to support frequent domestic business travel. The candidate must be able to travel 60-80% of the time over a broad geography , and they must be able to drive and/or fly throughout the entire territory. Must have a valid driver’s license.

Desirable Requirements:

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

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
Marketing
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
Apply to Job

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