NOVARTIS

Director, Oncology Priority Accounts – CA

Job ID
REQ-10089668
Oct 23, 2026
LOC_US

About the Role

Key Responsibilities:

- Understand the needs of the customer at all levels from departments to C-suite, while utilizing insights to proactively anticipate, leveraging and navigating the trends that are impacting the business and has ability to clearly articulate business insights and priorities to deliver appropriate outcomes.
- Craft strategic approaches to further Novartis goals, catering to the account's interests and needs, and fostering key customer relationships that enhance Novartis' interaction with the account.
- Leads strategy and execution prior to and during launch, by coordinating collaboration among headquarters, account, and regional leadership teams.
- Pinpoint chances to collaborate and interact with account executives at the C-suite and D-suite levels, acting as the main oncology contact for Novartis account partners to facilitate exchanges with executives and headquarters.
- Foster teamwork across different departments to enhance involvement from various functional areas and establish connections with stakeholders in different roles to proactively solve problems and remove obstacles.
- Owns account performance with care and accountability, bringing a performance-driven mindset to achieving meaningful results.
- Facilitate efficient communication between Novartis and key accounts, along with internal team coordination, Customer Engagement executives, and other sectors within Novartis. This entails predicting and actively relaying strategic changes that align with the company’s objectives and vision, thereby inspiring teams to adjust positively and assuredly.
- Tasked with several high-priority accounts, at least one will be notably complex, highly visible, and have a major influence on Novartis Oncology.

Essential Requirements:

- Bachelor’s degree required from 4-year college or university.
- 10+ years’ experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams; inclusive of at least 2 different types of cross-functional roles and / or experiences. 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 in project management and translation of strategy into execution.
- 2+ years leading complex projects requiring cross-functional and national alignment.
- Track record of exceptional performance and execution that drives results, embodies strong influencing skills, and the ability to exercise tact and diplomacy in stressful situations.
- 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:

- 3+ years in account management covering Academic Medical Centers, Integrated Health Systems, GPOs, and/or

large community oncology integrated networks.
- Experience working within the oncology therapeutic area, bringing insight and expertise to support meaningful impact for patients and partners.

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 $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

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
Apply to Job

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