NOVARTIS

Associate Director, Oncology Priority Accounts – CA

Job ID
REQ-10090551
Oct 23, 2026
LOC_US

About the Role

Key Responsibilities:

- Understand the needs of customers at all levels, from departments to C-Suite, and leverage insights into account dynamics, strategic direction, and the impact of internal and external factors on Oncology business within organized customer groups/networks.
- Develop strategic plans in collaboration with the Regional Managing Director and Regional Sales Director that advance Novartis's objectives and address account interests and needs. Co-own pre-launch strategy and execution by facilitating collaboration across HQ, account, and Region Executive Teams.
- Build strategic customer relationships to enhance engagement between Novartis and the account, by consulting with a diverse array of partners (HCP and non-HCP) to understand business priorities and align accordingly.
- Identify opportunities for collaboration and engagement with account C-Suite and D-Suite and serve as the primary Oncology point of contact, alongside Regional Managing Director and other account leads, to establish executive and HQ exchanges.
- Create opportunities for internal cross-functional collaboration that pave the way for engagement across other functional areas, while building partnerships, with RMD support, to eliminate barriers and proactively create solutions.
- Own account performance across the portfolio, seeking opportunities to positively impact demand-generating functions and leading the achievement of account performance by providing solutions where challenges and ambiguity exist.
- Lead effective communications between Novartis and priority accounts, as well as with internal account teams, CE Leadership, and other Novartis functions. Understand and communicate strategic shifts that align with the organization’s goals and vision, encouraging teams to adapt with confidence.
- Manage multiple critical priority accounts, which may have less complexity or overall impact on Novartis Oncology compared to the most critical priority accounts.

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; 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’ experience in project management and translation of strategy into execution
- 2+ years’ experience leading complex projects requiring cross functional and national alignment.
- Track record of exceptional performance and execution that drives results.
- 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 calling on assigned oncology accounts.

- 3+ years' experience in account management covering Academic Medical Centers, Integrated Health Systems, GPOs and/or Large Community Oncology Integrated Networks.

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
Apply to Job

Job ID
REQ-10090551

Associate Director, Oncology Priority Accounts – CA

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10090551-associate-director-oncology-priority-accounts-ca*

List of links present in page

1. https://jobapi.novartis.com/req-10090551-associate-director-oncology-priority-accounts-ca
2. mailto:Eh.occupationalhealth@novartis.com
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Non-Sales-USA/Associate-Director--Oncology-Priority-Accounts---CA_REQ-10090551-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Non-Sales-USA/Associate-Director--Oncology-Priority-Accounts---CA_REQ-10090551-1