NOVARTIS

AD, Health Information Technology (Grand Canyon)

Job ID
REQ-10090689
Oct 27, 2026
LOC_US

About the Role

Key Responsibilities:

- Define and identify key clinical and key customer stakeholders, such as CMIOs, clinical stakeholders, and EHR/EMR vendors, and participate in Health IT-related engagements at the site of care.
- Act as a trusted point of contact for population health/health information technology initiatives.
- Conduct regular meetings with customers to provide appropriate Health IT-related information.
- Create and execute key account plans for how to navigate the customer landscape plus execute on key initiatives.
- Serve as technical and workflow subject matter expert to the broader Novartis Account Management team.
- Collaborate with Novartis cross-functional account teams for identified accounts, contributing strategic insights on care management evolution, quality, and care initiatives, and HIT implementation and governance.
- Contribute to the development of FUSE-approved, scalable, EHR-enabled tools and resources in relation to key therapeutic areas.
- Models and promotes effective AI use across the team, embedding AI tools into workflows, guiding team members in responsible AI practices, and fostering a culture of experimentation and continuous learning

Essential Requirements:

- Education: Bachelor’s degree required
- Minimum of 5 years of experience in Health Information Technology (HIT), health care systems, electronic health records (EHR), or related pharmaceutical or healthcare experience
- Experience in applying health information technology in in-patient and ambulatory settings. Integration of clinical systems across the care continuum
- Hands-on experience with EHR products, such as Epic, Allscripts, eClinicalWorks, and Cerner
- Understanding of the Health IT landscape and its various stakeholders. Knowledge of healthcare reform initiatives and their impact on health systems, pharmaceutical companies, and payers
- Strong organizational, written, and oral communication skills to effectively manage diverse needs, meet deadlines, and evaluate results. Excellent presentation skills
- Customer Obsessed: Demonstrated customer-facing experience with a strong customer service mindset. Deep understanding of customer needs and preferences
- Demonstrated leadership capabilities, including the ability to influence and collaborate with peers, strategic acumen, development and coaching of others to achieve impactful outcomes
- Demonstrates strong data literacy and applies digital and AI-enabled thinking strategically and responsibly to improve decision speed, commercial outcomes, and competitive advantage, while modeling effective AI use across the team, embedding AI tools into workflows, guiding responsible AI practices, and fostering experimentation and continuous learning
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 50% over a broad geography is required, with the ability to drive and/or fly within the territory and stay overnight when necessary. Must have a valid driver’s license.

Novartis Compensation Summary:

The salary for this position is expected to range between $145,600 and $270,400 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.

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.

Role Requirements

Division
DIV_IU
Business Unit
General Management
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_MM
Job Type
Full time
Employment Type
Regular
Shift Work
No
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