NOVARTIS

Manager, Cardiovascular Priority Accounts-Detroit- Ann Arbor, MI

Job ID
REQ-10091796
Nov 06, 2026
LOC_US

About the Role

Key Responsibilities:

- Accountable for building institutional advocacy around formulary adoption of cardiovascular brands to drive appropriate utilization of approved products, while enabling demand by developing, coordinating, and implementing a strategic business plan for identified top Priority Accounts and Affiliated Healthcare Systems.
- Build relationships with administrative decision makers, clinical, operational, and financial partners to optimize pathways, transitions of care, treatment protocols, and other workflow enablement and conduct periodic needs assessments with key customers to tailor and communicate insights and activities, engaging with partners to implement new strategies and tactics.
- Identifies and enables injection locations suitable to account archetype and pathway, working with administrative stakeholders and cross-functional teams to integrate workflow and EMR.
- Possesses basic knowledge of inpatient vs. outpatient billable reimbursement to ensure the strategic account plan is appropriate and understands market and customer economics and access models, including payment programs and industry trends. Maintains general awareness of Novartis price offerings and ensures account administrators are informed about available offerings.
- Collaborate with local partners to create and maintain targeted institutional-specific business plans reflecting an understanding of local market forces influencing product sales.
- Demonstrates expertise in disease state, marketplace, competitors, industry, and cross-functional activities to anticipate and address business opportunities and challenges.
- Provides product and disease state presentations to physicians and their staff, building key business relationships within accounts while leading cross-functional teams to create, implement, and update business plans to achieve product goals.
- Supports cross-functional team members in identifying key business opportunities and diagnosing critical business and implementation issues within assigned Priority Accounts and Affiliated Healthcare Systems.

Essential Requirements:

- Bachelor’s degree required from 4-year college or university.
- 5+ years’ experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed teams, and has 2+ years’ experience in specialty buy-and-bill. 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 managing complex accounts, including major academic centers and hospitals, with extensive account management expertise.
- Must possess an extensive understanding of the cardiovascular community and demonstrate a strong track record of expertise in therapeutic area and product knowledge.
- Extensive business experience, with proven capability to collaborate and work across different functions in a matrix environment to develop strategic account plans that align with customer and organization objectives.
- Exhibited extensive customer and cross-functional expertise, combined with an understanding of the healthcare

ecosystem, strong business acumen, and proficiency in technology and digital engagement.

· Candidate must reside within territory, or within a reasonable daily commuting distance of 50 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 cardiovascular accounts.

· Two different types of cross-functional roles/experience (Marketing, Medical, Market Access and Reimbursement and/or Sales Leadership).

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 $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.

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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