NOVARTIS

Associate Director, Access & Reimbursement - Cardiovascular (CV)- St Louis, Missouri

Job ID
REQ-10090546
Nov 10, 2026
LOC_US

About the Role

The Associate Director, Access & Reimbursement, NPS (Novartis Patient Support) Cardiovascular, Boston, MA is a remote & field-based role that covers the following, but not limited to: St Louis, MI & Southern IL. Associate must reside within territory, or within a reasonable daily commuting distance of 60 miles from territory border.

Key Responsibilities:

- Partner with complex healthcare accounts to support patient access and reimbursement needs across the care continuum.
- Build trusted relationships with providers, administrators, revenue cycle leaders, billing and coding teams, pharmacy stakeholders, and health system decision-makers.
- Educate customers on access, reimbursement, payer coverage, claims management, and patient support resources using approved materials and strategies.
- Analyze reimbursement and access challenges, identify barriers to treatment, and help develop practical, compliant solutions to improve patient access.
- Serve as a subject matter expert on regional and local reimbursement dynamics, payer policies, and evolving healthcare market trends.
- Support implementation and pull-through of coverage decisions, proactively communicating changes that may impact patient access or account operations.
- Provide guidance on product acquisition and buy-and-bill processes, including inventory management, ordering, billing workflows, alternate distribution channels, and sites of care.
- Collaborate closely with Patient Support Services and cross-functional partners to facilitate issue resolution, case management support, and customer education.
- Share customer insights, reimbursement trends, and market dynamics with internal stakeholders to inform strategy and enhance customer support.
- Develop and execute territory-specific access and reimbursement plans that drive meaningful patient access while maintaining the highest standards of integrity and compliance.

Essential Requirements:

- Bachelor’s degree required from 4-year college or university.
- 5+ years’ experience within the pharmaceutical or biotech industry supporting Patient Services, Market Access, Sales, Account Management, or related functions, including 2+ years in a patient support role for specialty products.

- Demonstrated experience partnering with complex healthcare practices, health systems, and provider networks to support patient access and acquisition pathways.
- Proven ability to manage strategic accounts, identify potential access barriers, and proactively develop solutions that support positive patient outcomes.
- Deep understanding of manufacturer-sponsored patient support programs and their integration into healthcare office workflows.
- Experience supporting specialty products distributed through Specialty Pharmacy networks and channels.
- Strong knowledge of reimbursement and product access pathways, including specialty pharmacy, buy-and-bill, and retail distribution models.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 60 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.

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 in 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 $160,300 and $297,700 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
Remote Position (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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