

Director Priority Accounts- San Francisco/Seattle - Remote

Job ID

REQ-10043548

Mar 08, 2025

USA

Summary

This is a field-based and remote opportunity supporting key accounts in California, Washington and Oregon. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

As the Director, Oncology Priority Accounts at Novartis, your role is customer-facing, leading major accounts and improving market access for our product portfolio by implementing brand strategies with key national and regional customers to achieve targets and gain market share. Your duties include managing relationships with senior partners at target accounts, comprehending their needs, and fostering mutually advantageous solutions through crafting and carrying out business plans for those accounts.

#LI-Remote

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.
- Oversees and 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 across the portfolio with a performance-driven mindset, seeks opportunities to positively impact demand generating functions and owns the achievement of account performance.
- 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 (preferably in Life Sciences, Pharmacy, or business-related field).
- 8+ years in pharmaceutical, biotech, healthcare, healthcare consulting industry, technology and/or other relevant organizations and inclusive of at least 2+ different types of cross-functional roles/experience.
- 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 territory boarder. 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.
- Oncology therapeutic area experience.

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.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$201,600 and \$302,400/year; ***however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.*** The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

Company will not sponsor visas for this position.

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Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

Field, US

Site

Field Non-Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Portland (Oregon), Oregon, USA

Alternative Location 2

San Francisco (California), California, USA

Alternative Location 3

Seattle (Washington), Washington, USA

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
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