

Director, State Legislative Initiatives

Job ID
REQ-10045879
Mar 27, 2025
USA

Summary

The Director, State Legislative Initiatives will facilitate the creation and execution of comprehensive state legislative strategies on Novartis' priority issues to achieve favorable outcomes. This role ensures alignment with the company's strategic objectives. Additionally, the Director will act as the lead lobbyist in one priority state.

About the Role

Key Responsibilities:

- Support the development and drive execution of a holistic, cohesive state legislative agenda on priority issues (e.g. 340B, price controls)
- Collaborate with the State Government Affairs team to gather insights, assess political/policy developments, and refine legislative strategies based on real-time feedback from key states. Ensure alignment between state level initiatives and broader public affairs objectives
- Constantly assess and refine state legislative strategy by identifying and sharing best practices, analyzing successes and lessons from key states
- Collaborate across public affairs in leveraging data-driven insights to optimize priority issue legislative strategies and ensure impact across diverse political environments
- Work with State Government Affairs team to identify strategic opportunities with third-party organizations to align priority legislative initiatives and leverage Novartis executive engagement to amplify impact in key states
- Provide strategic guidance and support to Government Affairs leadership on state legislative initiatives, ensuring informed decision-making and effective policy advocacy
- Act as the lead lobbyist in at least one priority state

Essential Requirements:

- Bachelor's degree required; Master's or a Juris Doctor degree preferred
- 10+ years of proven experience in leading state-level advocacy efforts and lobbying initiatives preferred
- Strong background in state government affairs, including working with governors, state legislators, regulatory agencies, and advocacy groups
- Comprehensive knowledge of the 340B program and expertise in current state policy efforts
- Ability to utilize data-driven impact assessments to inform decision-making and policy development

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Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$176,400 - \$327,600 / 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.

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