

Associate Director, RLT (Radioligand Therapy) Access Lead--Remote

Job ID

REQ-10046865

Apr 03, 2025

USA

Summary

Location- Remote

This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require travel

As the Associate Director, Radioligand Therapy Access Lead (RAL) you will be responsible for the market access functional responsibilities associated with the onboarding of new treatment sites and ongoing market access support that is required for established sites. You will work in support of a cross-functional account team and will be responsible for executing duties in a collaborative manner with exceptional internal and external communication. This role will report into the Executive Director of Channel Strategy, Advanced Platforms.

A successful AD, Radioligand Therapy Access Lead will be driven, collaborative and able to effectively communicate with customers and cross functional partners. You will be expected to deliver operational excellence and possess strong project management skills in a role that is critical to patient access to RLT treatments. The RAL will need to comfortably engage customer accounts and lead discussions centered around pricing, purchase contract terms, and invoice payment expectations (i.e. accounts receivable).

The role will require overnight travel up to approximately 50% of the time. This is a field-based position.

About the Role

Major Accountabilities

Deliver Account Opening and Maintenance Business Goals

- Responsible for the execution of assigned tasks for treatment site onboarding checklist, including follow up to help ensure purchase agreement & GPO form completion.
- Present appropriate stakeholders at assigned accounts with their pricing, contract & rebate structure & invoice payment timing information.
- Support optimal product access through execution of contracting that is aligned to strategy
- Utilize rebate calculator and approved practice specific analytical resources with appropriate customer stakeholders to educate on available pricing terms
- Serve as reactive support to cross functional team for B2B market access discussions for assigned

accounts.

- Serve as escalation points for collections and accounts receivable.

Effectively Communicate and Collaborate with Cross Functional Partners.

- Optimize relationships, collaboration and communication with matrix partners.
- Maintain account status and activity progress, share as required with functional partners.
- Activate and management of internal processes required to accomplish KPI's.
- Appropriately share insights around customer experience with RLT and offer suggestions for process improvements.
- Provide meaningful insights into market dynamics or competitor activities.

Ethics and Compliance

- Conduct yourself with highest ethical standards and adhere to Novartis Code of Conduct.
- Comply with all relevant laws and regulations and Novartis policies, and procedures, and ensure others around him/her do the same.
- Ensure a diverse and inclusive environment free from all forms of discrimination and harassment.

Education /Experience (minimum/desirable):

- **Education:** Bachelor's degree required; MBA, or equivalent preferred
- Minimum of 5 years in account management or patient services or market access roles with cross-functional responsibility a key component
- 3 years of Oncology, Medical Device/Complex Therapeutics, Nuclear Medicine, radiopharmaceutical, or radiation therapy experience preferred
- Financials (formulary, contracting, GPO, pricing negotiation) OR account management
- Ability to develop cross-functional relationships with medical (VEL / MSL) and commercial (CE, NPS) colleagues across multiple brands
- Experience coordinating and collaborating with HQ based strategy functions.
- Experience operating in highly complex market with operational interdependencies.
- Building on existing expertise in all things coverage-related with payers and health systems (formulary decisions, inventory management, clinical pathways, contracting, GPO performance and pull-through, pre-approval delivery, etc.)
- **Technical Skills/Knowledge**
- Proven ability to successfully work in a cross functional and collaborative environment, simultaneously handle multiple tasks and to effectively manage and lead without formal direction.
- Ability to manage competing priorities
- Demonstrated ability to manage complex projects and plan for successful outcomes.
- Excellent communication and presentation skills.
- Strong problem solving, business planning and analytical skills
- Ability to obtain and maintain credentialing in order to work with and visit all assigned accounts and healthcare systems.
- Overnight travel up to approximately 50% of the time; some territories will require airline travel and over-night stays in order to perform the essential functions of the role.

Leadership/Organizational Skills:

- Proven ability to collaborate with multi-disciplinary teams.
- Proven leadership skills, especially leadership without direct authority.
- Strong stakeholder management and strategic project management skills
- Exceptional verbal and written communication skills
- Ability to communicate and build relationships at all levels within the organization
- Proactive, hands-on approach.
- Valuing collaboration and teamwork over self-interest.

Driving Requirement:

- 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.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$160,300.00 and 297,700./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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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>

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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>

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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

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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