

Director, Channel Insights

Job ID
REQ-10047006
Apr 02, 2025
USA

Summary

This position will be located at the East Hanover, NJ location and will not have the ability to be located remotely.

About the Role

Job Purpose

The Insights and Decision Science (IDS) team is dedicated to enabling improved decision making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US business, bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the ED, Channel Strategy Analytics, this role is crucial in optimizing the distribution network to enhance product accessibility and cost-efficiency.

Reporting into the ED, Channel Strategy Analytics, the Dir of Channel Insights plays a crucial role in providing insights and data-driven analytics to support specialty pharmacy channel distribution strategies that align with the NVS' mission to enhance patient access to innovative therapies. This role will have the responsibility to support a total projected cross-portfolio of ~\$21B in sales with current pipeline, directly impacting hundreds of thousands of patients.

Key Responsibilities

- Conduct detailed analyses to tailor distribution strategies to payer groups, ensuring optimal reimbursement terms within the Specialty Pharmacy sector.
- Continuously assess key metrics such as delivery times, inventory levels, and order fulfillment rates to enhance the efficiency of Specialty Pharmacy operations channels.
- Assist in formulating Specialty Pharmacy contracting strategies for launch brands, utilizing advanced modelling techniques.
- Conduct strategic impact analyses within the Specialty Pharmacy channel to inform prescribing behavior trends and assess implications on product uptake
- Work closely with Market Access stakeholders, supply chain, sales, and finance teams to ensure Specialty Pharmacy distribution strategies align with overall business goal
- Prepare and present reports to senior management, highlighting key findings and recommendations for optimizing Specialty Pharmacy distribution channels.

Essential Requirements

Novartis seeks individual with extensive experience in market access strategy and analytics within the pharmaceutical industry. This individual should have a proven track record of effectively collaborating with

market access stakeholders to derive actionable insights. A strong analytical background is essential, with the ability to analyze complex datasets and derive actionable insights to inform distribution strategies. The candidate should be skilled in analyzing the implications of emerging policies and regulations on pricing models and profitability.

Education: Bachelor's degree in related field is required; Master of Science and/or MBA preferred

- Minimum of 8 years of experience in the pharmaceutical or healthcare industry, with a deep understanding of market access dynamics, channel strategies and healthcare delivery
- Experience in the access and reimbursement of specialty products, including pharmacy benefit model, buy and bill model, specialty pharmacy, and working with account management, patient support / field reimbursement teams
- 5+ years of domain expertise in these areas are highly desired: market access, patient service analytics, secondary data analytics, data science, primary market research, and field analytics and insights, or other related strategic analytics and management consulting
- 5+ years of people management experience. Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business challenges and shaping organizational strategy particularly in therapeutic areas.
- Strong Market Access business acumen with ability to understand and interpret information from multiple sources and translate into actionable recommendations
- Results oriented with excellent communication and collaboration skills; ability to work in a dynamic, fast-paced, multifunctional environment
- Comfortable working in ambiguity with the ability to challenge traditional thinking to solve problems
- Demonstrated abilities to influence without authority, and develop/foster relationships with senior leadership

The pay range for this position at commencement of employment is expected to be between: \$185,500.00 and \$344,500.00/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.

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>

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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

Universal Hierarchy Node

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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