

# Executive Director, Government Healthcare Administration

Job ID

REQ-10049085

Apr 21, 2025

USA

## Summary

This position will be located at the East Hanover, NJ site and will not have the ability to be located remotely. This position will require about 10% travel as defined by the business (domestic and/ or international).

As an Executive Director in the Managed Markets Finance Government team, you will be responsible for leading and developing a team, driving strategic initiatives, and being a trusted advisor across Finance, Market Access, Legal, Policy, and other functions. The Executive Director is responsible for providing oversight, guidance, and fiduciary responsibility while ensuring legal and SOX compliance on contracts, financial terms, Government Price Reporting and oversight on Government programs and policies. The Executive Director will drive higher performance through strategic initiatives, improvements, skill-building, efficiencies, and advanced technology.

#LI-Hybrid

## About the Role

### Key Responsibilities:

- Oversee a team of approximately 20 associates, promoting a culture focused on curiosity, growth and development for Finance talent. Responsibilities include recruiting, managing, training, and motivating a diverse team.
- Collaborate and influence across the organization to drive strategic initiatives; particularly by providing insights and guidance around Federal and State policies and government price reporting
- Act as key member of cross-functional teams shaping and influencing Federal and State policies
- Report statutory pricing requirements to government agencies
- Provide financial impacts related to Federal and State Policies
- Review contracts and claims across various business models, ensuring terms, accuracy, legal and compliance considerations
- Present to Senior Leaders on the health of the business and improvements
- Engage in external events and industry communities
- Challenge peers, the team, senior management, and business partners to deliver greater impact
- Ensure adherence to all policies, procedures, and processes.

### Essential Requirements:

- Bachelor's degree; preferably in a relevant field (Healthcare, Business, Finance); advanced degree (i.e.,

MBA) a plus

- 10+ years of pharmaceutical or healthcare industry experience
- Understanding of US healthcare regulations and legislation; anticipate, identify, assess impact, and provide solutions to legislative, regulatory, and industry changes. Agility to work in a fast-paced, cross-functional team atmosphere and maintain a highly positive working environment
- Ability to manage relationships with customers and other departments, including anticipating stakeholder needs
- Drive strategic initiatives and achieve business performance by delivering timely data insights and segment expertise
- Identify and maximize system efficiencies and drive process improvements
- Proficiency with MS Office applications including advanced Word, Excel and PowerPoint capabilities
- Important competencies include leadership, teamwork, collaboration, organization, innovation, customer focus, critical-thinking, decision-making, problem-solving, conflict and change management, and development and succession planning

**Desirable Requirements:**

- Strong understanding of data and digital tools to advance data literacy and analytical capabilities
- Proficiency with life science applications. Model N, Revitas, SAP a plus

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between: \$214,900.00 and \$399,100.00/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:  
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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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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](mailto: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

Finance

Business Unit

Innovative Medicines

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Audit & Finance

Job Type

Full time

Employment Type

Regular

Shift Work

No

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