

VP, NPS Oncology & Rare Disease

Job ID
REQ-10044996
Apr 03, 2025
USA

Summary

Up to 27 potential launches are expected in the next 5 years at Novartis. If serving patients is your passion – this may be the place for you! The US market access environment is changing and will have a direct implication on the way products are brought to market to ensure patients have access to these products.

This key role has the primary responsibility for leading the teams who develop and implement Novartis Patient Support (NPS) strategies and tactics to ensure that appropriate patients and HCPs will be able to access and understand Novartis Products. Other examples of the areas in which this role will lead include benefits investigation (Hub Services), co-pay assistance, free trial offers, adherence programs and enhanced pharmacy services. The NPS therapeutic area head serves as the owner and leader for the end-to-end patient journey inclusive of all NPS elements for the therapeutic area, including co-pay, adherence, hub operations, specialty pharmacy enhanced services (if relevant), external landscape/monitoring, overall program strategy & market dynamics, program design, and then tight monitoring and performance management. This position will be a member of therapeutic area leadership team and will be accountable for collaboratively working with all stakeholders with significant focus on ensuring tight alignment with Access leads and with all access strategies and investments, ultimately delivering superior strategy and operational excellence across the portfolio of products while balancing the need to optimize all investments based on impact across the therapeutic area spend and portfolio of services in NPS.

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 up to 50% travel as defined by the business (domestic and/or international).

About the Role

Key Responsibilities:

- Develop and execute relevant therapeutic area specific NPS tactics that dovetail with both therapeutic area and broader NPS strategies related to both patients and HCPs
- Identify, evaluate, and manage cost effective vendor solutions for sourcing of services
- Drive design and performance of in-market brand patient programs, including tight selection, management and oversight of hub vendors
- Develop and design impactful patient and specialty service programs for pipeline brands
- Manage, track, and optimize overall NPS spend & performance (including management of external vendors)
- Drive integration of NPS priorities and performance in marketing plans, therapeutic area priorities and executive updates
- Proactively establish strong internal and external relationships within NPS, the therapeutic area, broader

market access group, field groups, and all enabling functions

- Ensure program operating procedures in alignment with legal, regulatory and compliance standards
- Maintain a thorough understanding of risks, pertinent laws, rules and regulations including HIPAA, Healthcare Fraud and Abuse laws, Anti-Trust statutes, etc.
- Thorough understanding of the market environment, market access, reimbursement, and distribution processes in order to track and coordinate services in the retail and specialty marketplace

Essential Requirements:

- Education: BS Degree required; PharmD or MBA preferred.
- 12+ years of relevant experience in Pharmaceuticals, Hub Services or Specialty Pharmacy/Distribution
- Thorough experience with specialty products.
- Direct experience leading large teams/organizations
- Experience implementing and managing large, complex and sensitive systems and processes
- Proven experience partnering with commercial sales and marketing teams and other stakeholders to develop, execute, and monitor programs
- Demonstrated ability to successfully collaborate and gain alignment with multiple internal and external stakeholders
- Strong strategic thinking, analytical, financial, and communication skills

Desirable Requirements:

- In-depth knowledge of the various specialty product distribution and service company business models with experience in a patient facing role or organization
- Patient Support or Oncology experience

The pay range for this position at commencement of employment is expected to be between \$261,100 and \$484,900/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>

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

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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