

# Executive Director, Functional AI & Process Excellence – Market Access

Job ID

REQ-10072860

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## Сводка

#LI-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.

The Executive Director, Functional AI & Process Excellence – Market Access works across the US Market Access function to identify opportunities to implement AI technologies to solve the toughest pricing and access challenges pharmaceutical manufacturers face. This leader will collaborate with the Novartis Data and AI Innovation teams to design and scale AI solutions that expand patient access, improve the sustainability of the pricing model, and drive operational efficiencies across all key areas of US Market Access.

Reporting to the VP of Payer and Pricing Strategy, this role serves as a thought-leader and catalyst for AI adoption, process mapping, and guiding functional teams in leveraging AI to enhance business performance. By fostering a strong AI culture, implementing best practices, and ensuring alignment with the broader AI strategy, this role will enable Novartis to maximize the value of AI investments within Market Access and across the enterprise. This role is also accountable to the Head of AI Innovation as a standing member of the AI Functional Working Group, which is a central governance board tasked to manage all functional AI initiatives across Novartis ensuring that solutions are strategically deployed, governed effectively, and continuously optimized to support enterprise-wide objectives.

## About the Role

### Key Responsibilities:

- Lead efforts in Market Access to embed AI into functional workflows, ensuring AI solutions enhance decision-making, operational efficiency, and business impact
- Foster a culture of innovation and data-driven decision making within Market Access to promote knowledge-sharing, cross-functional collaboration, and the scaling of successful AI initiatives
- Provide oversight on AI deployment within functions, ensuring adherence to governance frameworks, regulatory requirements, and ethical AI principles.
- Establish performance objectives for others in functional AI efforts, leads and implement metrics to measure AI's impact on functional and business goals, ensuring AI value realization is consistently assessed
- Ensure functional area teams have knowledge of available AI applications
- Identify, assess, and prioritize AI opportunities in Market Access, ensuring AI initiatives are strategically aligned, scalable, and focused on high-value business outcomes
- Lead efforts to prepare Market Access data for AI implementation via organizing, connecting, creating logic/business rules, validating, and storing existing data assets to be used as the foundation for future AI initiatives
- As part of the AI Functional Working Group, ensure Novartis stays at the forefront of AI-driven healthcare transformation by leveraging cutting-edge AI practices to enhance the organization's competitive edge in healthcare
- Work across General Management, Marketing, Customer Engagement, Market Access, Novartis Patient Support, and Medical to drive AI-led innovation, ensuring AI is leveraged effectively to enhance business performance.

- Provide guidance to Novartis Data and AI Innovation teams on AI solution design, logic, business objective, and user interface to ensure viability at scale and adherence to governance frameworks, regulatory requirements and ethical AI principles
- As a core member of the AI Functional Working Group, this role will be accountable to the Head of AI Strategy and Innovation to ensure Market Access opportunities are not duplicative, but complementary to other AI initiatives from adjacent functions and align well with the enterprise AI strategy

**Essential Requirements:**

- **Education:** Bachelor's or Master's degree in Information Management, Computer Science, Finance, Economics, Business Administration, or related field
- 10+ years of experience in AI strategy, digital transformation, data science, or product management, with a focus on AI adoption within large, matrixed organizations
- Deep understanding of the US Market Access landscape, including strong focus on strategic insights, decision science, and/or analytics within the respective domain. Payer and Channel Pricing, Account Management, Gross-to-Net, Rebate Operations, and Contracting is preferred
- Deep knowledge of AI and data technologies (e.g., machine learning, NLP, predictive analytics) and their application in commercial functions
- Proven leadership experience in driving AI adoption, managing cross-functional teams, and influencing senior stakeholders to align AI initiatives with business goals. Proven track record of manipulating and analyzing large, disparate, complex Market Access and other pharmaceutical industry datasets to answer key business questions and make critical commercial decisions
- Experience in AI governance, ethics, and compliance, ensuring responsible AI deployment that aligns with regulatory and industry standards
- Track record of building and scaling functional AI excellence, fostering collaboration, knowledge-sharing, and capability-building across key commercial functions of a pharmaceutical company. Deep understanding of Market Access and Brand commercialization strategies to contextualize AI use case development
- Exceptional communication skills and executive presence, with the ability to engage and influence senior leadership, present AI insights, and drive strategic decision-making
- Passion for innovation and continuous learning, staying ahead of AI advancements, emerging trends, and best practices to drive long-term AI transformation

**Novartis Compensation Summary:**

The salary for this position is expected to range between \$194,600 and \$361,400 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

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