

## Market Access Manager

Job ID  
REQ-10053262

5月 23, 2025

Kazakhstan

### 摘要

Market Access manager helps in implementing the strategy to ensure the launch of drugs on the cluster markets.

Market Access manager is responsible to build and retain relationships with relevant internal and external stakeholders, legislative monitoring in the scope of his/her responsibility, technical dossier preparation and submission.

### About the Role

Major accountabilities:

- Participate in the development and implementation of an access program for innovative drugs/technologies.
- Monitor and analyze changes in health care and health care financing structures.
- Participate in the provision, support and improvement of the procedure for inclusion of drugs

in drug reimbursement lists.

- Formation and submission of a dossier for inclusion of drugs in the reimbursement lists in Kazakhstan in accordance with legal requirements, as well as control of the review of the dossier and the entire process before inclusion in the reimbursement lists.
- Participation in the formation of dossiers for inclusion in compensation lists in the cluster countries.
- Oversee advocacy activities directed at the government, legislative and regulatory bodies, particularly in the areas of reimbursement/ listing in order to create an optimal business environment.
- Participate in organizing high-level events to support drug reimbursement and drug listing.
- Together with key account managers, if necessary, lead negotiations and information programs in the regions of Kazakhstan and cluster countries on market access of Novartis drugs, paying particular attention to the regional country health system, processes and structure, where appropriate.
- Coordinate and communicate with BUs and BFs any data that may affect reimbursement activities at regional level.
- Monitor healthcare environment structures, processes and key stakeholders.
- Collaborate in a productive way with National Associations of relevance to Novartis business therapies.
- Maintains/establishes a high-level professional network within the regional and local government authorities, Healthcare providers, Health Economic organizations and other relevant decision-making representatives to anticipate legislative trends and thereby create a stable and positive environment for the business in cluster countries, where applicable.
- Evaluate the obtained information to analyze potential risk and opportunity situations for company 's business needs.
- To provide valuable PA insights to internal clients.
- Active participation in developing of local products strategies for Novartis products in line with local and region strategies - integrate knowledge of pharmaceutical product PA principles, competitive environment and company product data.
- Integrates and aligns with cross-functional brand team to ensure market access considerations which are integrated into the brand plan and strategy, from prelaunch onwards; provide perspective and input into annual market access plan.
- Accountability for life cycle (pipeline/pre-launch/launch/mid-to-end-of cycle) market access plan and strategy across assigned products.
- Together with the head of the department, conduct regular analysis of the changing socio-economic, political and media environment in the cluster countries in order to provide stakeholders with timely reports and information on potential opportunities and threats associated with the short-term and long-term business activities of the Company.
- Fulfill any other instructions of the Company's management.
- The requirement to comply with all internal and external regulations, orders, and procedures, including but not limited to: the Code of Ethics, Conflict of Interests, Doing Business Ethically policy, etc.
- Responsible for proper and compliant reporting of Adverse Events in order to fulfill all regulatory requirements and ethical obligations including timely forwarding of all spontaneous reports to local Drug Safety Responsible.
- Comply with the GxP quality requirements applicable to his/her area of responsibility, incl. but not limited to proper reporting of adverse events and customer complaints, samples handling as well as any incident that may adversely affect the quality, safety, identity, strength, purity, availability or efficacy of a commercial product or clinical trial material and/or may compromise the Novartis Quality System and the global Novartis reputation.

## Key performance indicators:

- Financial and Business Results:
- Quality of dossiers for listing (no returns);
- No. of listed products;
- No. of successful applications vs total quantity;
- Strategy/Market Focus:
- Developed PA plan per each product (1-5 years depending on objectives). Strategy and PA plan existing and aligned 2 years before launch;
- Clear understanding of product positioning in channels, expected source of business (sales volume, % by channel), proper risk assessment, mitigation and contingency plan.
- Stakeholders ' feedback;
- Timely update on trends and changes, incl. competitor analysis;
- Mapping decision makers in different channels/ committee. Fully available relevant information, easy access to relevant stakeholders and building advocacy;
- Operational Excellence:
- Regularly updated project plan on key activities;
- People, Capabilities, and Management;
- Strong culture;
- Balancing of demands and service;
- Code of Ethics: compliance.

## Minimum Requirements:

- High economic, business or marketing education is a must; additional medical, biomedical, public health or pharmaceuticals education is preferable;
- English: Upper-intermediate/Fluent (desired);
- Overall working experience is not less than 3 years;
- Prior experience in the pharmaceutical industry as patient access manager or health authorities from 1 year is preferred;
- Successful experience in reimbursement \ formulary listing;
- Proven ability to develop trust-based relationships with key stakeholders;
- Sufficient knowledge of Reimbursement processes and commercial principles;
- Excellent negotiation skills;
- Strong analytical skills;
- Strong understanding of product-relevant bioscience;
- Optimal use of information to uncover customer and market insights. Experience and an understanding of customers and the decision making process;

## Skills:

- Agility.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Finance.
- Health Economics.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.

- Market Access.
- Process Management.
- Product Positioning.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Value Propositions.

Languages :

- Local
- English.

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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部门

International

Business Unit

Innovative Medicines

地点

Kazakhstan

站点

Kazakhstan

Company / Legal Entity  
KZP0 (FCRS = CH024) NPHS Almaty RO Kazakhstan

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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