

Market Access Manager

Job ID
REQ-10053959

6月 02, 2025

Malta

摘要

Market Access Manager will be responsible to effectively support the introduction of new compounds fast into market for the widest commercial indications with the right price.

Facilitate the communication between Novartis Pharma Services AG (“NPhS AG”) and the local decision makers (private and public) in order to support the efforts of NPhS AG to bring new therapies in Cyprus consistently and efficiently.

Critical to success in the role will be to ensure that Novartis is able to provide the depth of necessary information and evidence to key decision makers in terms of health outcomes and tailored studies that demonstrate value and compliment the cost containment goals of the government while driving innovation.

This role will need to be diligent in focusing on cross functional alignment and collaboration while ensuring focus on priority assets in key markets to ensure the highest possible rate of success and return as measured by fast patient access while meeting overall revenue objectives.

About the Role

Your key responsibilities:

- Design and implement reimbursement strategy for Innovative Medicines products
- Anticipate Market Access requirements and adopt global strategy for pipeline and existing products, working closely with other functional business heads including medical, regulatory, digital, marketing and sales.
- Build and maintain solid relationships to key external payor stakeholders as well and policy makers and take active role in health care system strengthening initiatives.
- Drive all market access contracting negotiations and outreach programs for the product portfolio, as well as non-product-centered conversations focusing on broader business issues including health care system strengthening, processes and structure.
- Partner with relevant internal & external stakeholders to co-create value for Novartis & external stakeholders by adopting innovative access solution.
- Develop the local pricing strategy in alignment with global pricing guidelines for all brands in the private and tender market respectively. Complete the price requests and internal approvals.
- Responsible for preparation and processing of reimbursement applications submissions.
- Ensure effective and productive collaboration and exchange between Global Pricing and Medical functions to ensure evidence supports local value proposition.
- To monitor the external environment and to define long term strategic actions to optimize patient access in the country.

Minimum requirements

- Master ' s / University degree in sciences, business administration, health economics or other adequate postgraduate degree.
- At least 5 years ' experience in Pharmaceutical Industry. Experience in Value & Access and pricing strategy preferred.
- Advanced knowledge of the Health Care system, reimbursement and pricing environment in the country.
- Proven ability to communicate with various internal & external stakeholders.

Fluency in English and Maltese (spoken & written).

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

Malta

站点

Malta

Company / Legal Entity

MTP0 (FCRS = CH024) NPHS AG RO Malta

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work
No

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