

Value & Access Manager

Job ID
REQ-10058280

7月 30, 2025

China

摘要

The Value & Access Manager for the Greater Bay Area (GBA), as defined by the China GBA medicine and device policy, is responsible for implementing enrollment and affordable access strategies for products identified as urgently needed in the GBA. This goal is accomplished by working alongside various teams engaged in GBA projects while adhering to Novartis compliance standards

About the Role

Major accountabilities:

- Target Hospitals: Formulating a strategic enlistment plan for each hospital and brand, outlining the enlistment process, workflows, and necessary approvals for GBA medicines. This will include local insurance coverage where apply and required actions that align with the established workflows and approvals for products enlisted in GBA hospitals.

- GBA Cities Insurance: Gaining insight into city-specific insurance regulations, schemes, and entitlements. The objective is to create a strategy that maximizes coverage for enlisted GBA medicines through these insurance schemes. Continuous monitoring and reporting on the applicability of these policies to GBA medicine coverage will be conducted.
- GDNMPA: Delivering timely updates regarding GBA Medicine Policy. The aim is to shape policy in order to create a favorable environment for the enrollment of essential medicines through cross-functional collaboration

Key performance indicators:

- GBA medicine enlistment flow, approval needs, document preparation, key HCP engagement during the process.
- To build strategic partnership with target hospital and to drive for GBA enlisted products smooth operation with the hospitals related functions.

Collaborate with MSL to work with key HCP interested in GBA medicine and to build engagement for education and service's needs.

- Well understand and keep update with each GBA city insurance scheme, both government run and commercial run and further evolve to cover GBA enlisted medicine.
- Develop implementation and communication channel with each insurance scheme holder.
- Engage with each insurance scheme key influencers.
- Well knowledge and keep engage with GDNMPA policy , the changes and influence between GBA policy and China & HK policy. Regular communication on changes with internal stakeholders.

Drive GBA policy to enhance access and environment for HK/Macau innovations.

- Collaboration with GBA cross functions as well as leverage China local team knowledge for speedy strategy formulation.
- Follow the GBA business governance

Minimum Requirements:

Work Experience:

- Pharmaceutical industry experiences minimum 5 years , with 2 to 3 years experiences in GBA access role.
- Experienced with individual hospitals drug enlistment process, the GBA policy enlistment flow and hospital a plus.
- Knowledge in English an advantage.

Skills:

- Agility.
- Analytical Skill.
- Analytical Thinking.
- Computer Network.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Healthcare Sector Understanding.
- Key Account Management.
- Market Access.
- Value Propositions.

Languages :

- English.

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Business Unit
Innovative Medicines

地点
China

站点
Gaozhou (Guangdong Province)

Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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