

Market Access Lead

Job ID
REQ-10060111

8月 18, 2025

Albania

摘要

As the Market Access Manager, you will lead the development and execution of strategies that secure timely and sustainable patient access to our in-market and pipeline portfolio, while shaping the external environment to support Novartis' business objectives. You will work at the intersection of market access, health policy, pricing, and stakeholder engagement to deliver value for patients, healthcare systems, and the company.

About the Role

Job Purpose

Lead the promotion and value positioning of the therapeutic area's portfolio, aligning with Novartis strategy and local regulations. Drive patient access, shape healthcare policy, and build strong stakeholder partnerships to maximize impact for patients and the business.

Major accountabilities:

- Lead value, access, and public affairs strategy at country/regional level, ensuring alignment with Novartis' global and regional priorities.
- Develop and implement strategies for collaboration and partnerships with political, governmental, and non-governmental stakeholders to create value and identify new opportunities.
- Build strong networks with government authorities, healthcare providers, payers, and patient associations to influence legislative, pricing, and reimbursement trends.
- Drive development and implementation of market access strategies, including negotiations on medicine availability, local pricing strategy, and price registration processes.
- Lead the development of local pricing strategies in close collaboration with Global Pricing counterparts and oversee all local price registration processes to ensure timely and compliant market access.
- Co-create and implement local strategies aimed at improving the healthcare ecosystem through expert dialogue and alignment with contemporary scientific practice.
- Ensure strategic and tactical alignment between the affiliate and global/regional public affairs, policy, and market access priorities.
- Represent Novartis in policy and public affairs engagements to strengthen the company's reputation and shape healthcare policies in line with corporate objectives.
- Ensure robust systems, high compliance standards, and ethical conduct in all activities.

Key performance indicators:

- Timely reimbursement and market access for new and existing products.
- Price achievement versus targets.
- Time to reimbursement/access.
- Policy and environment-shaping outcomes.
- Effective stakeholder engagement and reputation measures.

Minimum Requirements:

- University degree, preferably in Medicine or Pharmacy, complemented by post-graduate business or medical education (MBA or equivalent preferred).
- 8+ years in the pharmaceutical/healthcare industry, including 3+ years in management, with proven commercial leadership, P&L ownership, tender expertise, and strong knowledge of market access and reimbursement.
- Strong healthcare sector knowledge and business acumen, including understanding of health policy & health economics.
- Excellent negotiation skills, stakeholder management, and value proposition development skills.
- Demonstrated leadership in people management, cross-functional collaboration, and employee development.
- Strategic thinker with strong analytical, financial, and go-to-market planning capabilities.

Skills:

- Strategic & Analytical: Analytical thinking, financial acumen, go-to-market strategy, process management, risk management, innovation, value proposition development.
- Healthcare & Market Expertise: Healthcare sector understanding, market access strategy, access and reimbursement strategy, health policy, commercial business
- Leadership & People: Inspirational leadership, people management, employee development, agility, cross-functional collaboration.
- Stakeholder Engagement: Public affairs, negotiation skills, customer-centric mindset, regulatory compliance.

Languages :

- Albanian - fluent English - fluent .

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

Albania

站点

Albania

Company / Legal Entity
ALP0 (FCRS = CH024) NPHS RO Tirana

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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