

Market Access Manager

Job ID
REQ-10060507

9月 02, 2025

Macedonia

摘要

Support the development and implementation of the patient access strategy at country / regional level.

Facilitates and achieves optimal Patient Access by building relationships with key influencers and decision-makers at a local level.

About the Role

Job Purpose

Support the promotion of the therapeutic area's in market and pipeline product portfolio, according to both country specific regulation and Novartis strategy, policies and guidelines

Major accountabilities:

- Utilizes insights from cross functional teams and market research to launch, develop and deliver high quality Patient Access strategic and operational plans. Maintains a strong professional network within the Federal /Regional and local Government authorities, Healthcare providers, Health Economic organizations and other relevant decision making representatives to anticipate and influence legislative P and R trends. Communicates relevant changes and trends in local health policy environment and Patient Access activities of new competitors to the cross functional team. Creates and work with the Region/Franchise to agree Business Cases. Good negotiation skills and ability to conduct (and understand from commercial point of view) tender/deal with the region.

Key performance indicators:

- Reimbursement/listing status, price versus targets, time to reimbursement/access Revenue, market availability/access Management of relevant local systems and processes to secure optimal patient access

Minimum Requirements:

- University degree, preferably in Medicine or Pharmacy.
- 3+ years in the pharmaceutical/healthcare industry, including strong knowledge of market access and reimbursement.
- Healthcare sector knowledge and business acumen, including understanding of health policy & health economics.
- Excellent negotiation skills, stakeholder management, and value proposition development skills.

Work Experience:

- Knowledge of Reimbursement processes and commercial principles Proven Ability to Develop trust-based relationships with key regional stakeholders

Skills:

- Analytical Skill Healthcare Sector Understanding Regulatory Compliance Customer-Centric Mindset Analytical Thinking Process Management Agility Health Technology Assessment (HTA) Negotiation Skills Cross-Functional Collaboration

Languages:

- Macedonian
- English.

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部门

International

Business Unit

Innovative Medicines

地点

Macedonia

站点

Macedonia

Company / Legal Entity

MKP0 (FCRS = CH024) NPHS RO Macedonia

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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