

Hospital Access & Strategic Partnership Head

Job ID
REQ-10060823

8月 26, 2025

China

摘要

Build long-term partnership with key hospitals. Be as a strategic and trusted partner with hospital decision makers, esp. Hospital Heads and Pharmacy Heads
Develop and implement hospital access strategy and key account management model partnering with TA heads
Set clear target and KPI, lead team to drive hospital listing, broaden drug penetration and maximize patient drug access at speed and scale with flawless execution to achieve the target.
Enable sustainable patient access to Novartis products through Safety Operation where needed

About the Role

Key Experience & Success Profile

- Proven Experience includes patient access / Hospital Access Management has a successful track

record.

- Experience in building the healthcare system partnership and new commercial partnership model.
- Proven Experience on accelerating the new launches and exploring innovation access.
- Strong operating skills has a track record of leading team to consistently achieve objectives.
- Experience establishing relationships and interacting with senior stakeholders.
- Able to quickly establish credibility, identify shared interests, and communicate effectively.
- A strong business orientation and the ability to view issues from multiple functional perspectives.

Leadership Expectation

- Unbossed leader to create the clear direction to team.
- Lead team to build future oriented competencies and achieve operational excellence
- Coach and provide guidance to the staff to be fully compliant and live with NVS ' value & behavior.
- Committed to working collaboratively and cross-functionally.
- Encourage creativity and innovative thinking.
- Continually identify and implement best practices.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门
International

Business Unit
Universal Hierarchy Node

地点
China

站点
Beijing (Beijing)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

[Apply to Job](#)

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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



Job ID
REQ-10060823

Hospital Access & Strategic Partnership Head

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10060823-hospital-access-strategic-partnership-head>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10060823>
5. <mailto:diversityandincl.china@novartis.com>
6. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10060823>