

Market Access Manager

Job ID
REQ-10061812

10月 15, 2025

Israel

摘要

#LI-Hybrid
Location: Israel

This role is based in Israel. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Are you ready to join one of the world ' s leading pharmaceutical companies and contribute to ensuring that patients in Israel have access to innovative and life-changing medicines?

On this position, you will be responsible, lead and coordinate all activities related to the reimbursement process of Novartis products/indications.

Responsibility for HB files as joint work with Brand Managers and Medical Science Liaisons (MSLs), inlead and coordinate strategic and continuance meetings, hold an active position in HB presentations in MOH and HMOs.

Develop and maintain strong working relationships with HMOs decision makers to support current and future organizational objectives, mainly contributing to listing of key Brands in HMOs &

reimbursement system and solving bureaucracy issues with listed products.

This position reports to the Market Access Director.

About the Role

Key Responsibilities:

- Encourages and supports collaboration across departments and takes the actions that are best for the unit and the company as a whole. Creates new ideas, processes and encourages others to try new.
- Provides support on access issues and supports the squad's work & the whole reimbursement process until success, internally and externally. Work in collaboration with reimbursement stakeholders and influencers of the reimbursement system. Activates innovative attitude for finding new markets and open access for phs and pts. Initiate and organize projects with strategic importance to NVS, such as HMOs, MoH etc.
- Build a win-win business relationship, best thing for both fast short term and long-term results, for building customers relationship. Understand customers, their environment, potential and needs and then provide customized solutions with our products and services, preferably innovative services, and then obtain firm commitment.
- Lead & coordinate cross functional health-basket teamwork, in order to prepare and expose the market for our new brands/indications. Ensure adequate pre-call planning, post-call evaluation and keep promises.
- Provide key and, on request, detailed product information. Use available resources and invest according to business plan. Implement and adapt the tactical plan in line with corporate strategic products. Analyses correctly the market, competitors plans, messages (differentiate our product from competitors), prices and sales.
- Anticipate future trends in disease management and market environment which are likely to affect the performance and potential of the products. Able to adapt plans and strategies in the light of changing circumstances (e.g., resources available). Sees the whole picture above the small details.
- Communicate effectively within the organization to ensure other key people and the achievement of products objectives. Develop and maintain strong working relationships with key customers to support current and future product objectives.
- Demonstrates strong communication skills. Prepare the market for launch and reimbursement. Work according to needs with public relations and consultancy agencies.

Essential Requirements:

- Education: Degree in Economics/ Life Science or equivalent.
- Min. 2-3 years of experience in Market Access from Pharma.
- Previous experience with reimbursement dossier compilation.
- Proficient Hebrew and English, both written and spoken.
- Understanding of the National Health Care, regulatory environment of drug P&R and Listing processes.

- Excellent interpersonal, communication, negotiation and presentation skills.
- Demonstrate ability to work in a cross functional environment.
- Agile mindset with digital savviness.

About Novartis Israel:

Novartis is a leading pharmaceutical company renowned for its innovation. In Israel, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Israel. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

Commitment To Diversity & Inclusion:

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

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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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>

International

Business Unit
Universal Hierarchy Node

地点
Israel

站点
Israel

Company / Legal Entity
IL04 (FCRS = IL004) Novartis Israel

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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