

Director - Payer Insights

Job ID
REQ-10062788

10月 06, 2025

India

摘要

The Lead Payer and Access strategy Insights drive functional excellence in translating complex brand and market data into actionable Payer and Access Strategy Insights. This role will be responsible for leveraging advanced analytics to drive informed decision-making and optimize payer strategies. By conducting comprehensive assessments and impact analyses, the Lead identifies key opportunities to enhance access and address customer needs. This role involves collaborating with stakeholders to develop robust pricing programs and assess the implications of emerging policies and regulations. Through scenario modelling and data-driven insights, the Lead ensures that the organization remains agile and responsive to market dynamics, ultimately enhancing product uptake and revenue performance. The role will also drive the talent agenda in HYD through talent hiring, onboarding, career development, and retention planning.

About the Role

Location - Hyderabad #LI Hybrid

About the Role:

The Lead Payer and Access strategy Insights drive functional excellence in translating complex brand and market data into actionable Payer and Access Strategy Insights. This role will be responsible for leveraging advanced analytics to drive informed decision-making and optimize payer strategies. By conducting comprehensive assessments and impact analyses, the Lead identifies key opportunities to enhance access and address customer needs. This role involves collaborating with stakeholders to develop robust pricing programs and assess the implications of emerging policies and regulations. Through scenario modelling and data-driven insights, the Lead ensures that the organization remains agile and responsive to market dynamics, ultimately enhancing product uptake and revenue performance. The role will also drive the talent agenda in HYD through talent hiring, onboarding, career development, and retention planning.

Key Responsibilities:

- Collaborate closely with the EH team in a high accountability role, ensuring delivery meets expected outcomes and focus on joint impact
- Enhance / improve the ways of working and operational efficiency btw EH and HYD, continue to build capabilities to increase offering and excellence (continue to strengthen the COE) and create strong culture of collaboration, accountability, challenge, excellence, innovation and continuous improvement
- Serve as the primary IDS HYD point of contact for all payer and access related insights and support US payer and access leads in driving broader IDS coordination and access for teams under respective TAs.
- Support the ARIA TA PODs specializing in development of payer and access programs
- Drive drafting of detailed workplan and enable deployment of HYD resources to generate analyses, incorporating into an integrated narrative.
- Drive analytics related to pricing and contracting to support comprehensive payer and pricing programs
- Conduct assessments to identify key insights across priority accounts, leveraging data from major PBMs to inform market access payer and pricing programs
- Perform impact analysis of patient support programs on gross-to-net performance, assessing patient assistance impact
- Support work with Market Access stakeholders to assess and identify the types of support needed for payer and pricing programs
- Utilize analytical tools, market research, and other resources to identify key opportunities to increase access and understanding of market access customer needs
- Conduct rebate payment and payer data analysis to track gross-to-net performance, identifying discrepancies, patterns, and opportunities for optimizing rebate programs

Essential Requirements:

- 10+ years of experience in the pharmaceutical or healthcare industry, with a strong focus on payer and access strategy and insights, payer analytics, and aspects of management consulting.
- 5+ years of domain expertise in these areas are highly desired: market access secondary data analytics, data science, primary market research, field analytics and insights, and patient service analytics, or other related strategic analytics and management consulting
- 5+ years of people management experience. Proven track record of enabling data-driven decision-making at a senior leadership level, including addressing complex business

challenges and shaping organizational strategy

- Strong Market Access business acumen with ability to understand and interpret information from multiple sources
- Results oriented with excellent communication and collaboration skills
- Comfortable working in ambiguity with the ability to challenge traditional thinking to solve problems
- Demonstrated abilities to influence without authority, and develop/foster relationships with senior leadership
- Minimum tenure of 24 months in the existing role.
- Bachelor's degree in related field is required; Master of Science and/or MBA strongly preferred
- The ideal candidate must have deep understanding of pharmaceutical landscape, with thought leadership in developing payer and access strategies considering comprehensive market assessment, role and capability requirements, JTBD and data enablement
- The ideal candidate should have a proven track record of effectively deriving actionable insights and collaborating with market access stakeholders
- The role requires a leader who fosters collaboration across cross-functional teams and drives a culture of innovation and thought leadership.
- The candidate must champion Novartis 's values and behaviours and establish best practices that elevate organizational impact through analytics and thought leadership.

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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.

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.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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Business Unit
Universal Hierarchy Node

地点
India

站点
Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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