

Healthcare Solutions Manager

Job ID
REQ-10064490

10月 17, 2025

Ireland

摘要

The Healthcare Solutions Manager will collaborate with internal and external stakeholders to achieve business and growth objectives through a series of measurable activities, services, and projects aimed at optimizing the patient journey and supporting access strategy.

Relocation Support: This role is based in Dublin, Ireland. Novartis is unable to offer relocation support: please only apply if accessible.

About the Role

Key Responsibilities:

- Identify and pursue new business opportunities in hospitals and primary care centers by mapping patient journeys, identifying barriers, and implementing effective solutions

- Gather customer insights from field interactions and advisory boards to inform strategic decisions on access, reimbursement, and pathway optimization
- Develop and deliver innovative solutions that engage patients and healthcare professionals, improve outcomes, and reduce illness burden
- Prepare business cases for new solutions/services, including establishing success criteria, financial modeling, partner identification, risk assessment, and mitigation planning
- Support onboarding of accounts and healthcare professionals to company-provided solutions, including patient support programs for both new and existing brands
- Build and maintain strong professional relationships at regional and national levels with key customers
- Collaborate with internal teams such as Sales Managers, Field Representatives, KAM, and Medical Associates to deliver on key projects
- Work cross-functionally to achieve business objectives

Essential Requirements

- Degree in Science, Marketing, or Business
- Minimum 5 years ' experience in a pharmaceutical, field-based, customer-facing role in Ireland
- Strong relationship-building and communication skills
- Experience in marketing activity management and execution desirable
- Advanced strategy, project management, and financial acumen
- Customer-focused with strong negotiation and analytical skills
- Technical proficiency and passion for new technologies and analytical tools
- Creative, innovative, and strategic thinker
- Experience in brand planning and strategy formulation

You ' ll receive:

- Competitive salary
- Annual bonus
- Pension scheme
- Shares scheme
- Health insurance
- 25 days annual leave
- Flexible working arrangements
- Subsidized dining facilities
- Employee recognition scheme
- Learning and development opportunities

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

Ireland

站点

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area

Commercial & General Management

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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