

## Access Accounts Manager

Job ID  
REQ-10064764

10月 16, 2025

Greece

### 摘要

To lead and implement strategies that enhance the accessibility of Novartis products in Greece at account level. This involves working closely with internal cross-functional teams at local and national level, and in accordance with the legal framework and the local and internal Policies and Procedures, with hospitals management, budget coordinators, SSFs, National Procurement authorities and other local stakeholders, to manage access barriers in a timely and agile way, embedding our 'Grow with Responsibility' culture while upholding the highest standards of ethical conduct.

### About the Role

Major accountabilities:

- Supports the business for the entire Novartis portfolio in the Key Accounts (i.e. Public Hospitals, Private Hospital / Clinics, EOPYY Pharmacies, EKAPY).

- Acts as the liaison between Novartis and key stakeholders, including among others i) Hospital Pharmacists, ii) Hospital Management (Managing Director, Financial Director, Medical Director), iii) Hospital Purchasing & Tendering Departments, iv) EOPYY Pharmacists and v) Healthcare Authorities
- Bridging the gap between Public Pharmacies (EOPPY), hospital management, healthcare authorities, and Novartis
- Hospital Acquisition and Tender Management - Acquire knowledge, develop and execute plans for supporting tender management when Novartis participate directly in tender at account/national level, based on available public data, aligned with commercial insights, to optimize market presence
- Institutional and Healthcare System Partnerships - Establish and nurture in accordance with legal framework and the internal Policies and Procedures, partnerships with institutional/hospital management teams and national authorities in order to understand local access challenges and their causes
- Market Intelligence and Insights - Gather and analyze in accordance with legal framework and the internal Policies and Procedures, market intelligence to inform strategic decisions, staying ahead of industry trends and competitive dynamics by providing timely and real-time feedback to the cross-functional teams
- Gaining a deep understanding of customer dynamics, including how decisions are made around product access and availability, in order to align with strategies that ensure timely and equitable access for patients to the treatments they need. Insights are used not simply to support brand priorities, but to enable healthcare systems to better serve patients.
- Implement clear, meaningful, and purposeful communication strategies that reflect the Novartis value proposition, focusing on shared goals with Key Accounts. The objective is to foster engagement through value-based offers across the full Novartis portfolio, ultimately supporting healthcare professionals in delivering better care and outcomes for patients.

#### Job Requirements:

- University degree (life sciences, economics or business degree); postgraduate trainings in local Healthcare system management/organization would be a plus
- Fluent in English (writing and speaking).
- Previous customer marketing, sales, market access experience in pharmaceutical industry, tendering/acquisitions, hospital management
- Solid knowledge of the local healthcare regulations, especially related to hospital management and pharmaceuticals
- Strong stakeholders management by building internal and external networks
- Negotiation and persuasion skills, interpretation and efficient communication of complex information;
- Service mind-set; solution connected to problem, customer experience approach.
- Project Management experience

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部门

International

Business Unit

Innovative Medicines

地点

Greece

站点

Metamorfosis

Company / Legal Entity

GR11 (FCRS = GR001) Novartis Hellas

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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