

Senior Manager - Access Enablement

Job ID
REQ-10065566

11月 05, 2025

India

摘要

Senior Manager, Payer, Access & Reimbursement play a critical role in supporting the delivery of high-quality, actionable insights for strategic business decisions. This role will conceptualize and contribute to development of analytical solutions/products based on either Launch, Performance, Patient, Payer, Commercial or Market Access and Understanding of US Pharma Market, National, Sub- National and APLD Datasets, Market Access, and other Healthcare Databases. The role is responsible for coordinating and contributing to the preparation of key deliverables—including, but not limited to, IPST and LRR materials—ensuring data accuracy, analytical rigor, and effective integration of Hyderabad 's contributions. The Lead will manage assigned workstreams, drive insight generation, and collaborate closely with both Hyderabad and East Hanover (EH) teams to ensure alignment and timely delivery

About the Role

Key Responsibilities:

- Explore, develop, implement, and scale up solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.
- Collaborate with EH leads to ensure comprehensive market, segmentation, and behavioral analyses are incorporated.
- Lead, build, and cultivate relationships with stakeholders as part of key account strategic management.
- Derive insights to support the strategic priorities of the brand.
- Working knowledge of multiple datasets e.g. LAAD, Xponent, Plantrak, SMART etc. and formulary datasets (MMIT, DRG - Fingertip, etc.), managing and organizing data sets from databases to find patterns and trends in data.
- Experience in analyzing payer data, formulary coverage, and market share to assess and optimize product access across commercial and government payers.
- Experience in Segment payers based on their policies, formulary positions, and prescription trends, identifying high-potential accounts and key influencers.
- Knowledge of predictive analytics and machine learning models to forecast payer behavior, such as formulary changes, policy shifts, or reimbursement trends.
- Experience in analyzing patient claims data, physician prescribing behavior, and treatment utilization patterns in response to payer policies and formulary changes
- Monitor competitor activities, including pricing, formulary status, and payer contracts, to assess their impact on market share and market access strategies.
- Develop scenario-based models to simulate different deals/ contracts and study the impact of different payer policies on product uptake.
- Provide analytics support to Novartis internal customers on various high complexity analytical reports.
- Ensure data accuracy, completeness, and timely input for strategic workshops and cross-functional meetings.
- Proven Project Management skills for owning the delivery of multiple projects, ensuring delivery of efficient and high-quality work.
- Develop and coordinate project plans across the requirement gathering, design, development, testing and deployment stages of a project to support the successful delivery of dashboards.
- Lead/co-lead support needed to build products/platforms for specific analytics
- Work in collaboration with cross-functional teams to improve value and drive process innovation across brands- continuously expand horizons through experimentation.
- Closely work with teams to ensure successful project delivery and business development. Proactively assist the Business to identify upcoming challenges and resource gaps.
- Should be able to lead small engagements and work with small teams to lead, mentor and develop them to address complex business analytics challenges.

Essential Requirements:

- Master ' s/bachelor ' s degree in data science, analytics, business, Life Sciences, or a related field.
- 8+ years of experience in analytics, market access, or decision science, preferably in the pharmaceutical or healthcare sector.
- Strong experience in data analysis, insight generation, and project management.

- Demonstrated ability to collaborate across global teams and manage multiple priorities.
- Excellent communication, presentation, and stakeholder management skills.
- Experience preparing reports, workshop materials, and executive presentations.

Desired Requirements:

- Passion and commitment to drive results through unbossed wow and growth mindset
- Strong communication skills with flexibility to adapt wow for different cultures
- Strong analytical thinking with problem solving approach
- Should have exposure to cross-functional/ cultural work environment

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
US

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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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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