

## Strategic Access Manager

Job ID  
REQ-10068262

12月 15, 2025

Mexico

### 摘要

#LI-Hybrid

Location: Mexico City, Mexico

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

Ready to shape how more patients access essential treatments across Mexico? As a Strategic Access Manager, you ' ll lead the implementation of a sustainable Patient Access strategy at the local Country Pharmaceutical Organization (CPO) level, collect and analyze data to generate insights that strengthen Patient Access submissions, and create shared value for customers, patients, and Novartis. You ' ll partner closely with Commercial and Access teams to align objectives with distributors and wholesalers, optimize inventory flows, and turn market signals into clear, actionable plans. If you ' re energized by solving complex access challenges with precision and empathy, this role puts you at the center of impact.

## About the Role

### Key Responsibilities

- Lead the implementation of local Patient Access strategies to maximize treatment availability.
- Build and maintain strong relationships with distributors, wholesalers, and internal teams.
- Align objectives and strategies across Commercial and Access teams for seamless execution.
- Supervise and optimize inventory levels to ensure timely patient access.
- Develop and execute plans to efficiently manage inventory days and supply chain flows.
- Analyze market trends and sales data to inform operational and access strategies.
- Monitor, report, and drive sales performance across multiple channels.

### Essential Requirements

- Bachelor ' s degree in a relevant field
- Proven experience in similar roles within the pharmaceutical industry, especially with insurers or new business launches
- Demonstrated success in improving information systems and operational processes
- Strong analytical skills and ability to manage and interpret data
- Advanced English proficiency, both verbal and written
- Willingness to perform up to 40% field work
- Indirect leadership experience
- Knowledge of health economics and pharmacoeconomics concepts

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>

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>

部门

International

Business Unit  
Sales

地点  
Mexico

站点  
INSURGENTES

Company / Legal Entity  
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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 work with and provide 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 [tas.mexico@novartis.com](mailto:tas.mexico@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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