

Manager, Payor, Access & Reimbursement I&A

Job ID
REQ-10072932

3月 02, 2026

India

摘要

Manager, Payer, Access & Reimbursement play a critical role in supporting the delivery of high-quality, actionable insights for strategic business decisions. This role will be supporting engagement leads in delivering complex analytical solutions using multiple datasets for the IDS team. This role focuses on analysing payer, provider, and patient dynamics to optimize market access analysis, reimbursement, and patient affordability. The candidate should have strong analytical skills, a deep understanding of managed markets/ market access, and the ability to work cross-functionally to drive impactful outcomes. Manager will manage assigned workstreams, drive insight generation, and collaborate closely with both Hyderabad and East Hanover (EH) teams independently 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 Hyderabad and EH leads to ensure comprehensive market, segmentation, and behavioral analyses are incorporated.
- Work independently, support Lead, build, and cultivate relationships with stakeholders as part of key account strategic management.
- 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 behaviour, such as formulary changes, policy shifts, or reimbursement trends.
- Experience in analyzing patient claims data, physician prescribing behaviour, 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.
- 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.
- Transforming these complex and granular data into actionable insights.
- Should be able to lead small projects with help of leads and support team member, mentor new member/Intern and develop them to address complex business analytics challenges.
- Require experience in quantitative analysis with a demonstrated focus in analytics and experience with coding languages (SQL OR Python) to query and extract data. Also, experience with BI tools (PowerBI), working with very large data sets is a plus.
- Takes initiative to drive standardization of reports across brands.

Essential Requirements:

- Sciences, or a related field.
- 5+ years of experience in analytics, advance 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 work 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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门
US

Business Unit
General Management

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69aa7476d841f355154453"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth  var config = { targetId:
"kalturaplayer69aa7476d841f355154453", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); } } catch (e) { console.error(e.message) }
```



VIDEO

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.

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