

Private Market Access Lead

Job ID
REQ-10077306

6月 16, 2026

Romania

摘要

#LI-Hybrid
Location: Bucharest, Romania

The Private Market Access Lead secures timely pre-reimbursement access for priority brands by achieving listing and reimbursement with private payers and health insurance companies. The role ensures existing and new indications are included in formularies, promotes value- and evidence-based reimbursement solutions, and shapes access strategies that enable patient access while supporting sustainable business growth.

About the Role

Key responsibilities

- Develop and execute private payer and health insurance strategies to accelerate favourable

- listing and reimbursement decisions for in-market brands and new launches.
- Lead and support all phases of private market listing and reimbursement planning, execution, and negotiation.
 - Demonstrate the clinical, economic, and societal value of products to payer and insurance decision-makers using health economics and access tools.
 - Design and implement innovative access programs, pricing approaches, and commercial agreements to maximize access and mitigate reimbursement risks.
 - Develop alternative financing solutions such as corporate insurance models and supplementary plans.
 - Support Sales teams in addressing day-to-day access challenges with health insurance companies and private accounts.
 - Build strong partnerships with private payers, insurance companies, and hospital insurance departments to improve patient access and reduce rejections.
 - Monitor regulatory, policy, and reimbursement environment changes and coordinate cross-functionally to address impacts on access.
 - Capture market insights, payer feedback, and emerging access risks or opportunities to inform access and business strategy.
 - Collaborate closely with TA Access Strategy, HEOR, Commercial, and other stakeholders to ensure aligned and effective access execution.

Requirements

- University degree in life sciences or a relevant discipline with 3-5 years of experience in health insurance, market access, or pharmaceutical environments; fluency in English and local language required (Romanian).
- Solid understanding of the healthcare system, reimbursement structures, and health insurance policies.
- Experience interacting with health insurance companies, private payers, or reimbursement decision-makers.
- Strong knowledge of pharmaceutical industry dynamics and access pathways.
- Proven ability to develop and negotiate pricing, reimbursement, or access agreements.
- Strong analytical skills to assess access challenges, payer behavior, and reimbursement impacts.
- Excellent communication, networking, and negotiation skills.
- Ability to lead cross-functional initiatives and influence without formal authority.
- High accountability, resilience, and compliance-driven mindset aligned with Novartis values.

Commitment to Diversity & Inclusion:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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 \(PDF 30 MB\)](#)

Primary location salary range
L212,870.00 - L395,330.00

部门
International

Business Unit
Sales

地点
Romania

站点
Bucuresti

Company / Legal Entity
RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a353639942e5148255197", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["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 }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { 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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =
kPlayer.setup(config); // Add the player to the global array.
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.
kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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