

Access Manager

Job ID
REQ-10077801

6月 08, 2026

Nigeria

摘要

Support the Head of Value & Access in developing and implementing access, listing, pricing, and reimbursement strategy, ensuring optimal market access outcomes for Nigeria and Ghana

About the Role

Major Accountabilities

- Formulates and implements the Pricing & Market Access (P&MA) strategy and operational plan for country, understanding competitive landscape to support the Head of VA in building effective market strategy.
- Proactively monitors changes in reimbursement/pricing dynamics within assigned market & identify potential risk or opportunities to shape the healthcare ecosystem for new launch uptake.
- Delivering market assessment by mapping current and potential access drivers within

- assigned market and craft compelling value story to position vs. other available treatments.
- Supports the SSA Head Value & Access building the pricing strategy based on dynamics and demands, defining the broader market P&MA requirements for new and existing products.
 - Supports KAMs in strategic pricing according to the market situation, aligned with Country Heads decisions and SSA strategies.
 - Engages with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions.
 - Supports the SSA Head Value & Access to localize the required documents for enlisting per the accounts requiring any of each Global value dossier (GVD), Health-economic models and value story.
 - Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the KAMs and cross-functional team.
 - Supports the design and execution of advocacy activities for the benefit of the Novartis priority brands and key assets in the assigned country.
 - Participates in priority portfolio policy discussions, working with internal stakeholders to ensure policy alignment and proactive engagement across SSA

Key performance Indicators :

- Monitor pricing, access, regulations and key policy themes emerging in assigned market
- Cover cross-functional access topics with Regulatory Affairs, PA and Country management
- Represent Novartis in key trade associations, in working groups focused on policy, Pricing/Market Access and lead external advocacy on pricing and access topics.
- Effective value story roll-out in assigned country

Ideal Background :

Education:

- University degree in Life science / Business management / Health economics or equivalent is preferred.

Experience:

- At least 5 years of experience in a pharma industry
- Experience with market access, reimbursement dossier compilation, external affairs, advocacy and pricing - preferred

Skills:

- Proven external stakeholder management ability in health and/or pharma organizations.
- Proven negotiation, persuasion and influence abilities.
- Experience in establishing and managing pricing and market access strategy.
- Proven ability to understand and clearly communicate value story topics.
- Excellent cross-functional collaboration skills, with the ability to partner across external stakeholders and internal functions.

- Well-developed understanding of country regulatory, access and market environments.
- Excellent oral and written communication and presentation skills.

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

International

Business Unit

Corporate & Division Services

地点

Nigeria

站点

Ikeja, Lagos

Company / Legal Entity

NG04 (FCRS = NG004) Novartis Nigeria

Alternative Location 1

Ghana, Ghana

Functional Area

Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var config = { targetId: "kalturaplayer6a27b7577d6ec288533398", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.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 (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.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 } }; }
```

```
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: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

Job ID
REQ-10077801

Access Manager

[Apply to Job](#)



Job ID
REQ-10077801

Access Manager

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10077801-access-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ikeja-Lagos/Access-ManagerREQ-10077801-1>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ikeja-Lagos/Access-ManagerREQ-10077801-1>