NOVARTIS

Access Contracting Manager (Private Hospital Partnerships)

Job ID
REQ-10081600

六月 23, 2026

India

摘要

Build compliant partnerships with leading private hospitals and hospital chains to improve patient access, accelerate therapy adoption, and deliver measurable portfolio impact through scalable access and contracting models.

About the Role

Onboarding Location-Mumbai, Work Location- Delhi/Bangalore

Key Responsibilities

1. Strategic Hospital Partnerships

- Develop relationships with key private hospital stakeholders, including leadership, procurement, pharmacy, finance, and clinical teams.

- Identify access opportunities aligned to portfolio priorities and patient needs.
- Co-create hospital partnership plans that address access barriers and support portfolio growth.

2. Contracting Strategy & Execution

- Design and execute compliant contracting models tailored to hospital needs and business priorities.
- Develop internal business cases covering patient impact, commercial rationale, financial assumptions, and key risks.
- Ensure effective roll-out of approved contracts with clear timelines, ownership, and performance milestones.

3. Partnership Governance & Performance Tracking

- Monitor contract execution and performance against agreed KPIs.
- Conduct periodic reviews with hospital partners and internal teams to assess impact and resolve gaps.
- Optimize active partnerships for improved access, utilization, governance, and renewals.

4. Cross-Functional Alignment

- Partner with commercial, medical, value & access, finance, legal, compliance, supply chain, and sales teams to enable execution.
- Coordinate approvals, implementation planning, governance, and performance tracking across functions.
- Support field teams with account planning, negotiation preparation, and partnership execution.

5. Insights & Market Intelligence

- Gather insights on hospital procurement, access barriers, competitor models, and private healthcare trends.
- Feed insights into access strategy, portfolio planning, launch readiness, and hospital segmentation.
- Identify scalable partnership models across hospital chains, cities, and priority patient segments.

6. Compliance, Governance & Risk Management

- Ensure all partnerships and contracts follow Novartis policies, local regulations, and approval processes.
- Work with legal, finance, compliance, and procurement to maintain transparent documentation and audit readiness.
- Identify key risks in partnership models and recommend mitigation actions.

Essential Requirements:

- **Experience:** 5-8 years in pharma, healthcare, market access, institutional business, key

account management, partnerships, or consulting.
- **Private Hospital Experience:** Experience in working with private hospitals (preferred), hospital chains, procurement, pharmacy operations, and institutional decision-making.
- **Contracting skills:** Experience in negotiations, contracting, business cases, and partnership execution.
- **Commercial acumen:** Ability to connect patient access, portfolio priorities, affordability, and business outcomes.
- **Execution capability:** Strong cross-functional collaboration, analytical skills, stakeholder management, and compliance mindset.

Desirable Requirements:

- Priority hospital partnerships activated and scaled.
- Improved eligible patient access across key institutions.
- Contract performance versus agreed KPIs.
- Timely, compliant execution and governance of contracts.

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is 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: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: https://www.novartis.com/careers/benefits-rewards

- Strong cross-functional execution and stakeholder satisfaction.

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部门
International

Business Unit
Marketing

地点
India

站点
Mumbai (Head Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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