

Field Access Lead

Job ID
REQ-10083668

7月 15, 2026

China

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摘要

带领广东、广西、海南市场准入团队, 按照公司准入策略制定区域行动方案实现准入目标。负责与区域内的医保、卫健、药监等利益相关方建立长期合作伙伴关系, 最大化优化和塑造准入政策提高患者创新产品的可及性。支持或主导准入项目, 搭建沟通平台, 实现跨部门合作目标。

About the Role

具体工作内容：

- **医保准入业务：**

依据当地政策现状, 结合公司准入策略, 带领团队制定准入行动方案, 建立与医保政策利益相关方信息交流合作渠道, 实现最佳的医保准入和支付政策环境目标。一是按公司策略支持NRD

L, 带领团队制定行动方案并实施, 帮助实现NRDL准入目标。二是推动区域内NRDL政策落地; 帮助策略产品达到最优待遇政策优化支付流程。三是快速响应和应对医保准入及支付中的各类情况, 帮助各团队理解支付管理政策和支付流程。四是最大化省/市级惠民保列名等产品准入机会。

- **招采准入业务：** 按外部政策要求, 执行既定招采策略, 带领团队按流程及时、准确地执行区域内的各项招采工作, 实现价采准入结果最优; 具体包括：新产品挂网、省级药品VBP、地市集采、价格联动、招采平台信息维护、推动相关政策优化等。
- **卫生药监事务**
：指导团队掌握和理解卫生药监政策动态和进展, 争取医药卫生政策环境优化, 跟进当地药品监管相关政策。
- **项目及跨部门合作：**
带领团队落实当地准入项目, 与内外部合作伙伴合作实现政策优化。一是通过有效的日常互动和项目活动等, 与区域内的政府相关部门及专家建立良好工作关系。二是及时更新政策信息并进行高质量的解读和分析, 为区域内业务策略的制定和执行提供依据。三是为跨部门团队定期政策更新和解读提供支持。
- **团队管理：**
指导和监督团队成员在各项工作及日常行为中遵从合规要求, 辅导和发展下属准入专业能力。

关键能力要求

- 优秀的团队管理经验, 良好市场准入专业能力、政策敏感性和洞察力;
- 优秀项目管理和良好的团队协作能力, 缜密的逻辑分析和策略能力;
- 良好的书写和表达能力。

相关工作经验要求：

- 熟悉广东、广西、海南市场准入环境, 敏锐的市场洞察力
- 5年以上医药市场准入工作经历, 2年以上带人管理经验

教育背景

- 医药、市场营销、公共事务等领域大学本科及以上学历

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
China

站点
Guangzhou (Guangdong Province)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a92b4bd67815838787122", 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 thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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.china@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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