

## Account Manager

Job ID  
REQ-10086999

9月 17, 2026

Brazil

### 摘要

#LI-Remote  
Location: S ã o Paulo/SP

Lead the implementation of a sustainable Patient Access strategy at the local CPO level. Collect and analyze data to generate actionable insights that support Patient Access submissions and create value for customers, patients, and Novartis.

This role is based in S ã o Paulo, Brazil. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

### About the Role

Key responsibilities

- Lead the implementation of a sustainable local Patient Access strategy aligned with Novartis priorities and patient needs.
- Collect, analyze, and translate relevant data into actionable insights to support Patient Access decisions and submissions.
- Lead the preparation and submission of Patient Access dossiers to the relevant authorities, ensuring quality, accuracy, and operational excellence.
- Support the achievement of local pricing, reimbursement, and product uptake objectives.
- Monitor Patient Access performance through effective tracking systems, identifying opportunities for continuous improvement.
- Contribute to reducing product time to market by supporting timely, high-quality, and evidence-based access submissions.
- Identify and support opportunities to improve and expand patient access to Novartis treatments.
- Collaborate with internal and external stakeholders to create sustainable value for customers, patients, and Novartis.
- Report technical complaints, adverse events, and special-case scenarios related to Novartis products within 24 hours of receipt, in accordance with established procedures.
- Coordinate the distribution of marketing samples, where applicable, in compliance with relevant internal policies and external requirements.

## Essential Requirements

- Holistic understanding of complex account ecosystems, combined with strong strategic thinking and business acumen.
- Proven ability to orchestrate cross-functional stakeholders and establish one integrated account strategy.
- Strong knowledge of the Brazilian healthcare ecosystem, particularly the supplementary healthcare market, ANS processes, and key stakeholders.
- Strong execution capabilities, including prioritization, resource allocation, timely decision-making, and resolution of cross-functional barriers.
- Excellent stakeholder management and influencing skills across Commercial, Market Access, Medical, Payer, RLT, and Brand teams.
- Results-oriented approach, with the ability to drive conversion, reduce time to treatment, and increase the number of new patients.
- Innovative and AI-oriented mindset applied to account planning, insight generation, and business decisions.
- Sound understanding of regulatory, audit, compliance, and SOP requirements, with the ability to rapidly develop knowledge of Nuclear Medicine.

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

部门

International

Business Unit

General Management

地点

Brazil

站点

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6aacbe6120a77464677741", 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) }

```

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