

Field Access Manager (Cairo/Delta)

Job ID
REQ-10087450

9月 14, 2026

Egypt

摘要

Are you passionate about building strategic partnerships and improving patient access to innovative healthcare solutions? We are looking for a Field Access Manager to strengthen relationships with priority accounts, identify customer needs, and deliver sustainable business growth while enhancing patient care.

In this role, you will manage key customer relationships at the local level and may lead a small team or selected commercial programmes. You will develop a deep understanding of customer and patient challenges, translate insights into account strategies, and collaborate across functions to deliver meaningful solutions.

About the Role

Major Accountabilities:

- Develop and execute access strategies that expand patient access to priority medicines across key healthcare accounts.
- Partner with hospitals, payers, and healthcare stakeholders to secure reimbursement and formulary inclusion.
- Identify access barriers and implement effective solutions that support sustainable product uptake.
- Lead access discussions and negotiations to achieve optimal pricing, positioning, and access outcomes.
- Build trusted stakeholder relationships and generate insights that strengthen access strategies.
- Collaborate cross-functionally to deliver successful launch, lifecycle, and healthcare system readiness initiatives.
- Monitor account performance, maintain accurate reporting, and ensure compliance with all policies and regulations.

Requirements

- University degree in life sciences, pharmacy, health economics, or a related discipline.
- Experience in market access, healthcare access, or a related healthcare environment.
- Proven experience working with hospitals, payers, or regional healthcare stakeholders.
- Strong understanding of healthcare systems, reimbursement pathways, and access processes.
- Demonstrated ability to influence stakeholders and lead complex negotiations.
- Excellent collaboration, execution, and compliance-focused mindset in cross-functional environments.

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
Development

地点
Egypt

站点
Mansoura

Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E

Alternative Location 1
New Cairo, Egypt

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6aa893d4e00ee396560859", 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: "1d_gfvmafo"}}); // 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 kaltura_data_layer.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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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Mansoura/Field-Access-Manager--Cairo-Delta-REQ-10087450>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Mansoura/Field-Access-Manager--Cairo-Delta-REQ-10087450>