NOVARTIS

CRM TA Access Strategy and Pricing Manager

Job ID
REQ-10090691

十月 30, 2026

South Africa

摘要

Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level. Collects and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

About the Role

Major accountabilities:

- Lead projects to submit patient access dossiers to regulatory authorities ap- plying high standards of operational excellence.
- Has deep understanding of customer needs and the competitive and P&R envi- ronment to provide early relevant input into local product development decisions.
- Provides analytical rationale for Business Cases ·
- Support TA ' s by integrating market access strategies into product plans and cooper- ate with

national and international cross-functional teams. ·

- Maintain and update all relevant P&R tools and systems. ·
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactfulbusiness recommendations. ·
- Ensure market access excellence by capturing events in the externalhealthcare environment that impact market access, to identify potential risks and opportunities impacting Novartis products and develop strategies in col- laboration with the TA ' s to mitigate the risks and optimize opportunities.
- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to opti- mize the positioning and messaging of Novartis products and facilitate the co- creation of value propositions with customers.
- Leads the local input to both global and local Pricing
- Adapt Global Health Economics models to accurately reflect local environments
- Good negotiation skills and ability to support (& understand from commercial point ofview) tender/deal with the region
- Identify the need for relevant tools e.g. budget impact models, value dossi- ers, business cases, to support product/ solution adoption and brief this into market access strategy or identify solutions to develop these tools.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

Key performance indicators:

- Achievement of Novartis local P&R and uptake targets. ·
- Effective use and improvement of tracking systems to measure access.
- Shortening product(s) time to market

Education & Requirements :

- A degree in business, economics, life sciences, or a related field.
- Experience in pharmaceutical pricing, contracting, market access, or commercial operations.
- Hands-on experience with pricing models, business cases, tenders, rebates, or payer systems.
- Strong analytical, forecasting, financial interpretation, and process-management skills.
- Ability to influence across functions and manage complex stakeholder relationships.
- A customer-focused, solutions-oriented mindset with high accountability and strong compliance standards.

Languages:

English

Experiences:

- Experience with reimbursement dossier compilation Proven ability to understand and clearly communicate scientific and economic topics Strong negotiation and analytical skills
- Understanding of Private market payers, regulatory environment of drug; P&R and Listing processes

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
Sales

地点
South Africa

站点
Midrand

Company / Legal Entity
ZA01 (FCRS = ZA001) Novartis SA (Pty) Ltd.

Functional Area
Market Access

Job Type

Full time

Employment Type
Regular

Shift Work
No

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)

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae4bc314c9f6350488083", 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 kaltura_datalayer.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) }

Job ID
REQ-10090691

CRM TA Access Strategy and Pricing Manager

Apply to Job



Job ID
REQ-10090691

CRM TA Access Strategy and Pricing Manager

Apply to Job

Source URL:
https://www.novartis.com.cn/careers/career-search/job/details/req-10090691-crm-ta-access-strategy-

and-pricing-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://www.novartis.com/about/strategy/people-and-culture
4. https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf
5. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Midrand/CRM-TA--Access-Strategy-and-Pricing-ManagerREQ-10090691
6. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Midrand/CRM-TA--Access-Strategy-and-Pricing-ManagerREQ-10090691