NOVARTIS

Private Market Field Manager

Job ID
REQ-10041091
Feb 18, 2025
Polen

Summary

The Private Market Field Manager will be responsible for developing and executing a comprehensive strategy to maximize the out-of-pocket (OOP) market potential for a key pharmaceutical product. This role will involve conducting market analysis, developing patient access solutions, and collaborating with internal and external stakeholders to ensure the commercial success of the drug in non-reimbursed settings. The ideal candidate will have deep expertise in pharmaceutical private markets, patient access, and a strong ability to navigate complex regulatory and competitive environments. This highly market-facing individual also integrates business strategy knowledge with forward-looking analysis of the market, identifying its opportunities and challenges.

About the Role

Major accountabilities:

Strategy Development and Execution

- Develop and implement a strategic roadmap to drive commercial success in out-of-pocket (OOP) markets, including business-to-business (B2B) and healthcare professionals (HCPs)
- Create compelling value propositions for patients and providers, ensuring clear communication of the product's benefits. Explore and implement innovative access models, such as digital solutions, to enhance availability and convenience in private markets
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Market Analysis

- Conduct comprehensive market research to identify opportunities, trends, and challenges within private and OOP market segments. Analyze competitor products, pricing models, and market access strategies

Stakeholder Engagement

- Collaborate with cross-functional teams, including marketing, sales, medical affairs, value & access, and finance, to ensure alignment on strategy execution. Engage with external stakeholders such as healthcare providers, private insurers, and HCPS

Regulatory & Compliance Oversight

- Ensure all OOP market initiatives comply with relevant local regulations and industry standards. Monitor and adapt to changes in pharmaceutical pricing, reimbursement, and OOP policies

Sales & Performance Tracking

- Set and track key performance indicators (KPIs) for OOP market penetration, sales targets, and patient adherence. Utilize data and analytics to inform strategy adjustments and report on performance to the business

General

- Observe & follow the good practices, corporate policies and local law in the area of responsibilities
- Undertake to observe confidentiality requirements
- Collect and report Adverse Events in accordance with Novartis standards
- Continuously improve and share knowledge internally

Key performance indicators:

- Sales revenue and revenue growth in designated accounts -Operating budget for designated key accounts (Budget, Cost, Sales, etc.)

Minimum Requirements:

- University degree (scientific, economics or business degree)
- Language skills: fluent English (speaking, writing, listening)
- At least 3-years working experience in pharmaceutical industry
- Marketing & sales knowledge in promotion of medicinal products
- Strategic Thinking and Competitive Intelligence
- Strategy Planning and Implementation
- Business Acumen
- Strong cross-functional team player, enthusiasm to work together and to inspire the Team
- Excellent negotiation and persuasion skills, interpersonal and efficient communication
- Ability to quickly build collaborative working relationships with a diverse range of stakeholders
- Entrepreneurial and proactive management skills with a “can do attitude” to manage fast-growing market

Work Experience:

- Handling quality metrics & issues
- Team management experience is preferred
- Sales experience in multinational companies
- Key account management experience
- Clinical Trial Design, Data Review & Reporting
- Innovative & Analytical Technologies

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

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Division
International
Business Unit
Innovative Medicines
Standort
Polen
Site
Warsaw
Company / Legal Entity
PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.
Functional Area
Der Umsatz
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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