

# Head Market Access

Job ID

REQ-10033599

Mar 07, 2025

India

## Summary

-Leads the development and implementation of the patient access strategy at country level. To facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers.

## About the Role

### Major accountabilities:

- Drives decisions related to Market Access (MA) strategy at a local level.
- Utilizes insights from cross functional teams and market research to launch, develop and implement high quality Patient Access strategic and operational plans.
- Collaborates with business teams to ensure up to date market intelligence around access landscape such as reimbursement, healthcare expenditure, insurance etc.
- Develop and implement sustainable MA brand strategies & operational plans in close collaboration across functions and in alignment with the overall CPO patient access strategy for launch and/or in-market products.
- Drive innovative access/alternative funding and channel strategy to ensure future sustainable market access for Novartis innovative medicines
- Lead the patient support program for Novartis
- Ensure all pricing related compliances both internal (Global Pricing) and external (NPPA)
- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.
- Share MA best practice from other CPOs, in own CPO and customize Global/Regional tools for local implementation.
- Lead, develop and coach the direct reporting market access team to enhance capability, drive operational excellence and ensure successful implementation of market access strategies.
- Communicates relevant changes and trends in local health policy environment and Patient Access activities of new competitors to the cross functional team.
- Establishes and maintains a strong professional network within the Federal /Regional and local Government authorities, Healthcare providers, Health Economic organizations and other relevant decision making representatives.
- Good negotiation skills and ability to conduct (and understand from commercial point of view) tender/deal with the region.

### Work Experience:

- Market access experience 8+ years

- Managed PSP, Pricing, HEOR & Alternative funding / Health Financing
- Proven Ability to Develop trust-based relationships with key regional.
- Knowledge of Reimbursement processes and commercial principles.
- Stakeholders management.
- People Management

#### **Skills:**

- Access And Reimbursement Strategy.
- Agility.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

#### **Languages :**

- English.

**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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Business Unit  
Universal Hierarchy Node  
Location  
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Site  
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Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited  
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Market Access  
Job Type  
Full time  
Employment Type  
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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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## List of links present in page

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