

Access Manager

Job ID
REQ-10077801
Июн. 08, 2026
Нигерия

Сводка

Support the Head of Value & Access in developing and implementing access, listing, pricing, and reimbursement strategy, ensuring optimal market access outcomes for Nigeria and Ghana

About the Role

Major Accountabilities

- Formulates and implements the Pricing & Market Access (P&MA) strategy and operational plan for country, understanding competitive landscape to support the Head of VA in building effective market strategy.
- Proactively monitors changes in reimbursement/pricing dynamics within assigned market & identify potential risk or opportunities to shape the healthcare ecosystem for new launch uptake.
- Delivering market assessment by mapping current and potential access drivers within assigned market and craft compelling value story to position vs. other available treatments.
- Supports the SSA Head Value & Access building the pricing strategy based on dynamics and demands, defining the broader market P&MA requirements for new and existing products.
- Supports KAMs in strategic pricing according to the market situation, aligned with Country Heads decisions and SSA strategies.
- Engages with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions.
- Supports the SSA Head Value & Access to localize the required documents for enlisting per the accounts requiring any of each Global value dossier (GVD), Health-economic models and value story.
- Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the KAMs and cross-functional team.
- Supports the design and execution of advocacy activities for the benefit of the Novartis priority brands and key assets in the assigned country.
- Participates in priority portfolio policy discussions, working with internal stakeholders to ensure policy alignment and proactive engagement across SSA

Key performance Indicators :

- Monitor pricing, access, regulations and key policy themes emerging in assigned market
- Cover cross-functional access topics with Regulatory Affairs, PA and Country management
- Represent Novartis in key trade associations, in working groups focused on policy, Pricing/Market Access and lead external advocacy on pricing and access topics.
- Effective value story roll-out in assigned country

Ideal Background :

Education:

- University degree in Life science / Business management / Health economics or equivalent is preferred.

Experience:

- At least 5 years of experience in a pharma industry
- Experience with market access, reimbursement dossier compilation, external affairs, advocacy and pricing - preferred

Skills:

- Proven external stakeholder management ability in health and/or pharma organizations.
- Proven negotiation, persuasion and influence abilities.
- Experience in establishing and managing pricing and market access strategy.
- Proven ability to understand and clearly communicate value story topics.
- Excellent cross-functional collaboration skills, with the ability to partner across external stakeholders and internal functions.
- Well-developed understanding of country regulatory, access and market environments.
- Excellent oral and written communication and presentation skills.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Corporate & Division Services
Место
Нигерия
Сайт

Ikeja, Lagos
Company / Legal Entity
NG04 (FCRS = NG004) Novartis Nigeria
Alternative Location 1
Ghana, Гана
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

Job ID
REQ-10077801

Access Manager

[Apply to Job](#)
Job ID
REQ-10077801

Access Manager

[Apply to Job](#)

Source URL: <https://www.novartis.ru/careers/career-search/job/details/req-10077801-access-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://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Ikeja-Lagos/Access-Manager_REQ-10077801-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Ikeja-Lagos/Access-Manager_REQ-10077801-1