

Access Manager

Job ID
REQ-10077805
Июн. 01, 2026
Кот-д'Ивуар

Сводка

Supports the Head of Value & Access in developing and implementing access, listing, pricing, and reimbursement strategy, ensuring optimal market access outcomes in Ivory Coast & others.

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.

Skills Desired

Agility, Analytical Skill, Analytical Thinking, Computer Network, Cross-Functional Collaboration, Customer-Centric Mindset, Finance, Healthcare Sector Understanding, Health Economics, Health Technology Assessment (HTA), Key Account Management, Market Access, Process Management, Product Positioning, Public Affairs, Real World Evidence (RWE), Value Propositions, Waterfall Model

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.

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Место
Кот-д'Ивуар
Сайт
Ivory Coast
Company / Legal Entity
CI02 (FCRS = CI002) NPHS AG Ivory Coast NTLE
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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