NOVARTIS

Access Field Head - States

Job ID
REQ-10080297
Jun 22, 2026
Индия

Сводка

As Access Field Head – States, will lead the execution of state-level market access strategies and field engagement plans to improve patient access, affordability, and adoption of Novartis therapies across priority state government accounts. You will build strategic partnerships with external stakeholders, shape access opportunities in key states, and work closely with cross-functional teams to deliver sustainable access solutions aligned to business and patient needs.

About the Role

Key Responsibilities:

- **Lead execution of state access strategy** across priority states and public accounts to drive patient access, formulary inclusion, and uptake of Novartis brands.
- **Develop and scale innovative partnership models** with state-level accounts, government bodies, and key stakeholders to strengthen the healthcare ecosystem and enable sustainable patient access.
- **Drive state-level patient access strategies** by translating national priorities and insights into actionable, high-impact field execution plans.
- **Build and manage stakeholder ecosystems**, including structured stakeholder mapping, prioritization, and engagement plans to establish strong relationships with key influencers, policymakers, healthcare providers, and public sector authorities.
- **Leverage cross-functional insights and market intelligence** to shape access strategies and support data-driven decision-making at state account level.
- **Identify and address access barriers**, while unlocking partnership and funding opportunities to improve affordability, inclusion, continuity of care, and penetration across key state accounts.
- **Collaborate cross-functionally** (Commercial, Medical, Policy, Public Affairs, Compliance Legal) to design and implement compliant, scalable access initiatives.
- **Develop and execute state account plans**, including stakeholder prioritization, engagement cadence, partnership roadmap, and clearly defined access KPIs and outcomes.
- **Lead and develop the access field team**, driving performance, capability building, and engagement through coaching, clear goal setting, and fostering a high-performance, customer-centric culture aligned to Novartis values.

Essential Requirements:

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 10+ Years working experience in pharma sector with previous or existing experience of managing State Government Accounts.
- Previous People management is required
- Candidates with proven track record in state access will be preferred
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: https://www.novartis.com/about/strategy/people-and-culture

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. https://www.novartis.com/careers/benefits-rewards

Commitment to Diversity and Inclusion:
Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.
Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: https://talentnetwork.novartis.com/network.

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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International
Business Unit
Marketing
Место
Индия
Сайт
Mumbai (Head Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Market Access
Job Type

Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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