

## Manager, Market Access

Job ID  
REQ-10082756  
июл 07, 2026  
Индия  
Available in: English

### Сводка

-Implements strategies at a country level, contributes to the timely listings and contract renewals of Novartis brands. -Interprets payer research results to develop solid insights on explicit and implicit needs of payers. Leverages this payer environment knowledge to develop, optimal brand pricing, market positioning and stakeholder influence strategies. -Delivers high quality, impactful, product listing agreements and develops negotiation strategies in collaboration with the Health Policy and/or Access Team. -Manage cross-functional teams in the development and submission of evidence dossiers to HTA and/or P&R bodies

### About the Role

#### Key responsibilities:

- Leads the development of an optimal brand pricing strategy, in collaboration Global and Region Pricing and Reimbursement and with Brand Directors /Managers.
- Develops economic evidence and messages that will secure timely listing of Novartis brands.
- Works closely with all internal cross functional stakeholders determine contracting strategy for new and existing products.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

#### Essential Requirements:

- Quality and timeliness of HTA submission strategies, plans and deliverables -Achieving optimal national patient access outcomes.

#### Desirable Requirements:

- Developing health economic models and conducting evidence generation.
- Project Management.
- projects to support HTAs.

#### Skills:

- Agility.
- Cross-Functional Collaboration.
- Data Analysis.
- Employee Development.
- External Orientation.
- Finance.
- Financial Analysis.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Market Access Strategy.
- People Management.
- Pricing Strategy.
- Public Health.
- Real-World Evidence (Rwe).
- Regulatory Affairs.
- Reimbursement Strategy.
- Research Methodologies.
- Results Oriented.
- Statistical Analysis.
- Strategic Partnerships.

#### Languages :

- English.

#### Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

**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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Дивизион  
International  
Business Unit  
Marketing  
Место  
Индия  
Сайт  
Hyderabad (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](mailto: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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