NOVARTIS

Access Private Head

Job ID
REQ-10084679
Ноя. 25, 2026
Мексика

Сводка

As a Private Access Head, you will drive innovative market access and commercial solutions that strengthen partnerships across the private healthcare ecosystem, including insurers, healthcare providers, pharmacies, and other strategic stakeholders. You will identify unmet needs, develop value-based agreements, and lead cross-functional initiatives that improve patient access while delivering sustainable business growth.

About the Role

Key Responsibilities

- Develop and strengthen strategic relationships with insurers, healthcare providers, pharmacies, and other key stakeholders, identifying unmet needs and creating innovative value-based solutions.
- Design and implement commercial agreements and access initiatives that position the organization as a preferred partner across private healthcare channels.
- Identify and pursue new business opportunities, leveraging market insights and stakeholder partnerships to drive sustainable growth.
- Lead and coordinate cross-functional projects, ensuring effective planning, execution, stakeholder alignment, and successful delivery of objectives.
- Translate business and market access strategies into measurable execution plans, using metrics and performance indicators to monitor progress and optimize outcomes.
- Provide strategic input on market dynamics, customer needs, competition, products, and disease areas to support access strategies and long-term business objectives.

Requirements

- Bachelor's degree in Business, Life Sciences, Healthcare, Marketing, or a related field; advanced degree preferred.
- Significant experience in customer-facing roles within Market Access, Sales, Marketing, Commercial Excellence, or related healthcare functions.
- Proven experience managing projects or programs and successfully leading complex cross-functional initiatives.
- Strong expertise in private healthcare channels and managing integrated customer relationships involving multiple stakeholders.
- Demonstrated leadership, negotiation, communication, problem-solving, and relationship-building skills, with a results-oriented and high-integrity mindset.

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
Sales
Место
Мексика
Сайт
INSURGENTES
Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to work with and provide 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 tas.mexico@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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