

Access Field Manager

Job ID
REQ-10084868
авг 17, 2026
Австралия
Available in: English

Сводка

This is an exciting time to be part of the Value and Access team, with 3 newly created Access Field Manager roles now available. These roles will play a critical part in securing, maintaining, and optimising patient access to our priority products at national, regional, and hospital levels.

These roles can be based in QLD, NSW, Victoria, SA or WA. We are open to the successful candidate's location, provided they are willing and able to travel as required to engage with key stakeholders and support business needs.

As an Access Field Manager, you will be accountable for developing and executing access strategies that are aligned with Value & Access objectives and Therapeutic Area priorities. You will work closely with key external stakeholders, including hospitals, payers, regional authorities, and other healthcare decision makers, to support reimbursement, formulary inclusion, appropriate product positioning, and improved patient access.

The role will also require strong collaboration with internal cross-functional teams to identify and remove access barriers, support product launches and lifecycle management, and ensure accurate reporting, compliance, and timely escalation of access-related issues.

About the Role

Access Strategy Execution at Regional and Hospital Level

- Develop and implement regional and hospital access plans for priority products.
- Translate national and Therapeutic Area access strategies into clear and executable field actions.
- Identify access barriers and define practical mitigation plans.
- Monitor access status, listings, and positioning across key accounts.
- Protect agreed price and positioning at regional and hospital level.
- Support the execution of Healthcare System Readiness strategies and stakeholder engagement activities, including participation in healthcare system shaping events such as roundtables.

Stakeholder Engagement and Relationship Management

- Build and maintain trusted relationships with key hospital, regional, payer, wholesaler, and distributor stakeholders.
- Map decision makers and influence pathways within accounts.
- Represent the organization in access discussions and negotiations.
- Gather stakeholder insights to help refine and strengthen access strategies.

Negotiation, Contracting, and Access Delivery

- Lead or support regional and hospital negotiations to secure access.
- Contribute to tendering and contracting activities in partnership with Pricing & Access Contracting.
- Drive timely formulary inclusion and reimbursement outcomes.
- Support early access schemes where applicable.

Cross-Functional Collaboration and Account Coordination

- Collaborate closely with Therapeutic Area Access Strategy, Medical, Commercial, HEOR/HTA, Execution Excellence, and Public Affairs teams.
- Coordinate the execution of account plans and cross-functional projects within accounts.
- Align field activities with launch, lifecycle, and Healthcare System Readiness initiatives.

Monitoring, Reporting, and Compliance

- Maintain accurate account data and activity tracking in CRM systems.
- Monitor access KPIs and account performance in collaboration with local Execution Excellence teams.
- Report technical complaints, adverse events, and special scenarios within required timelines.
- Ensure all activities are conducted in line with SOPs, company policies, and local regulations.

Ideal Background and Experience:

- Strong experience in market access, field access, or related healthcare roles within complex healthcare systems.
- University degree in life sciences, pharmacy, health economics, or a related discipline; advanced degree desirable.
- 5–8 years' experience working with hospitals, payers, regional health authorities, or similar healthcare stakeholders.
- Exposure to reimbursement, formulary, tendering, launch, and in-market processes.
- Strong understanding of healthcare systems, access pathways, and market access dynamics.
- Proven negotiation, stakeholder management, and relationship-building skills.
- Ability to develop and execute structured account plans using data and KPIs to monitor performance.

- Collaborative, accountable, and adaptable, with high standards of compliance, ethics, and professionalism.

Why Join Us?

These new roles offer a unique opportunity to help shape the future of the Value and Access function and make a meaningful impact on patient access. You will be joining a team at an important stage of growth and evolution, working in a highly visible role that connects strategy, external engagement, and execution.

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
General Management
Место
Австралия
Сайт
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Alternative Location 1
Queensland (QLD), Австралия
Alternative Location 2
Victoria (VIC), Австралия
Alternative Location 3
Western Australia (WA), Австралия
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

Job ID
REQ-10084868

Access Field Manager

[Apply to Job](#)
Job ID
REQ-10084868

Access Field Manager

[Apply to Job](#)

Source URL: <https://www.novartis.ru/careers/career-search/job/details/req-10084868-access-field-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/New-South-Wales-NSW/Access-Field-Manager_REQ-10084868-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/New-South-Wales-NSW/Access-Field-Manager_REQ-10084868-1