

Field Access Manager

Job ID
REQ-10087543
сен 18, 2026
Чили

Сводка

#LI-Remote

Lead the comprehensive management of assigned accounts, building sustainable collaborations with key stakeholders and executing account strategies that support product access and adoption. The role works cross-functionally to advance early access initiatives and patient clinical pathways across Santiago and other regions in Chile.

This role is based in Santiago, Chile, with regional travel. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role

Key responsibilities

- Establish and strengthen long-term collaborations with key customers at national, regional and territorial levels.
- Lead the comprehensive management of assigned accounts, maintaining a clear view of customer priorities, access needs and opportunities.
- Develop and execute customer account plans to optimize product access and adoption.
- Drive influencing strategies that support early access programs and initiatives related to patients' clinical pathways.
- Engage hospitals, regional and national payers, tendering bodies, health authorities and stakeholders involved in patient-care management.
- Partner cross-functionally with Access Strategy, Pricing, HEOR/HTA, Commercial, Medical, Public Affairs and Supply Chain teams to align customer plans and access priorities.
- Support public-market access activities, including tender-management considerations and the inclusion of medicines in public customers' formularies.
- Monitor account activity and performance against agreed visit and sales objectives, adapting plans to address customer needs and business priorities.

Essential Requirements

- Demonstrated experience in account management, negotiation and cross-functional collaboration.
- Strategic mindset with the ability to translate customer priorities into focused account plans and access actions.
- Resilience, situational adaptability and a solution-oriented approach in a changing external environment.
- Ability to build and sustain effective relationships with hospitals, payers, tendering bodies, health authorities and other healthcare stakeholders.
- Knowledge of tenders and the public healthcare market, including processes related to adding medicines to public-customer formularies.
- Experience executing access strategies and supporting tendering, contracting and negotiation activities is desirable.
- Account-planning capability, with a disciplined approach to customer management and performance objectives.
- Self-awareness and strong collaboration skills, with the ability to work effectively across internal functions and stakeholder groups.

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.

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
Чили
Сайт
Santiago
Company / Legal Entity
CL01 (FCRS = CL001) Novartis Chile S.A.
Functional Area
Продажи

Job Type
Full time
Employment Type
Regular (Ventas)
Shift Work
No

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