NOVARTIS

TA Access Strategy Manager

Job ID
REQ-10088145
Ноя. 19, 2026
Марокко

Сводка

The role is responsible for driving commercial growth by identifying and prioritizing Value & Access (V&A) opportunities across priority brands and the portfolio. It leads the development and deployment of access, pricing, and reimbursement strategies informed by deep healthcare system and customer insights.

The role embeds system, policy, and payer insights into brand and portfolio strategies to support sustainable access outcomes. It works across functions to ensure V&A strategies are fully integrated into brand plans and local account implementation. The role ensures high-quality, timely delivery of V&A solutions that maximize payer engagement and impact across the product lifecycle.

About the Role

Major Accountabilities

Access Strategy, Positioning, and Portfolio Impact

- Define national access, pricing, and reimbursement strategies per product and portfolio
- Identify, evaluate, and prioritize V&A strategic choices that drive commercial growth
- Translate global access guidance into locally relevant strategies
- Ensure V&A strategies are embedded within integrated brand and portfolio plans
- Align access strategies with product lifecycle stages, including launch and line extensions
- Adapt strategies based on healthcare system, policy, and payer dynamics

Insights and Customer Understanding

- Deliver healthcare system and payer insights relevant to the portfolio to inform decisions
- Generate in-depth customer and system insights to shape V&A and Therapeutic Area (TA) strategies
- Embed customer, policy, and system insights consistently across the organization
- Translate insights into actionable V&A strategies and engagement models
- Monitor external environment changes and integrate learnings into strategy updates

Support Cross-Functional Collaboration and coordination

- Collaborate closely with cross-functional teams including Medical Affairs, Commercial TAs, and Finance, Strategic Account teams and Customer Experience roles
- Influence without formal authority to align stakeholders on V&A priorities
- Foster effective ways of working within matrix and portfolio environments

External Stakeholder Engagement and Negotiation

- Build and maintain strong relationships with external decision makers
- Represent the organization in access-related discussions and forums
- Integrate external stakeholder feedback into strategy refinement
- Adjust negotiation approaches based on market and policy context

Portfolio Maintenance & Lifecycle Management

- Support maintenance and evolution of the value proposition for in-market brands
- Oversee and support lifecycle access activities (submission renewals, HTA updates, line extensions)
- Support contract renewals, pricing reviews, and access renegotiations

Business Insight and Performance Management

- Provide V&A input into business cases and portfolio decisions
- Monitor access performance using defined Key Performance Indicators (KPIs)
- Track reimbursement, pricing, and listing milestones
- Share best practices and lessons learned across brands and teams
- Support continuous performance review and optimization

Ideal Background

Education:

- University degree in life sciences, economics, or related field
- Advanced degree is an advantage but not mandatory

Languages:

- English & French
- Arabic is required

Experience/Professional Requirement:

- 5–8 years in market access, pricing, or reimbursement roles
- Experience within pharmaceutical or healthcare environment
- Proven exposure to national access or payer negotiations
- Experience across product launch and lifecycle phases

Functional capabilities

- Strong understanding of pricing and reimbursement systems
- Ability to translate evidence into access value propositions
- Experience working with HEOR (Health Economics and Outcomes Research)
- Solid project and stakeholder management skills

Leadership capabilities and mindset

- Strategic and analytical thinking
- Ability to lead without direct authority
- Comfort managing complexity and ambiguity
- Influencing skills across internal and external stakeholders

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
Finance
Business Unit
Other
Место
Марокко
Сайт

Casablanca
Company / Legal Entity
MA03 (FCRS = MA003) Novartis Pharma Maroc SA
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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