

Field Access Manager

Job ID
REQ-10088162
Сен. 29, 2026
Эквадор

Сводка

#LI-Hybrid

The Field Access Manager leads the execution of access strategies at national, regional and hospital levels to support the inclusion, reimbursement and availability of Novartis priority therapies. The role develops and implements strategies that facilitate adoption across public and private institutions, removes access barriers and creates opportunities for patients. It manages strategic accounts and key stakeholders, supports purchasing, contracting and demand-planning processes, and advances evidence-based value propositions through cross-functional collaboration to demonstrate the clinical, economic and health-system impact of Novartis solutions and accelerate sustainable access.

This role is based in Guayaquil, Ecuador. 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

- Develop and execute national, regional and institutional access strategies that support the timely and sustainable inclusion, reimbursement and availability of priority Novartis therapies.
- Identify, map and prioritize key decision-makers across health authorities, public payers, hospitals, pharmacy, procurement, planning and clinical leadership, and implement focused engagement plans in line with compliance requirements.
- Build trusted relationships with strategic public and private accounts to open new opportunities, strengthen institutional inclusion and support sustainable patient-access pathways.
- Lead or support negotiations, tenders, contracting, public procurement and institutional purchasing processes while protecting the value proposition throughout the product life cycle.
- Assess financing, budgeting, formulary, reimbursement and acquisition pathways, identify access barriers and drive practical solutions that accelerate treatment availability for patients.
- Design and communicate evidence-based value propositions that demonstrate the clinical, economic and health-system impact of Novartis solutions.
- Lead cross-functional initiatives without direct authority, aligning Value & Access, Medical, HEOR, Commercial, Public Affairs, Government Affairs, Pricing, Legal and Compliance around shared access objectives.
- Contribute to Healthcare System Shaping initiatives by translating market and account insights into strategic plans that strengthen access and business sustainability.
- Use data, account insights and strategic planning to prioritize opportunities, forecast institutional demand and monitor execution across complex, long-cycle access processes.
- Measure impact through institutional activation, product inclusion in purchasing or budget processes, stakeholder engagement and the number of patients gaining access through formal mechanisms.

Essential Requirements

- Relevant university education, professional proficiency in Spanish, and demonstrated experience in institutional market access, public healthcare, strategic account management, government affairs or institutional KAM roles; depth of experience should be appropriate to the scope of the position.
- Strong knowledge of the Ecuadorian healthcare system, including public-sector financing, budgeting, institutional inclusion, reimbursement, procurement and patient-access pathways.
- Demonstrated ability to identify, prioritize and engage senior stakeholders across MSP, IESS, ISSFA, ISSPOL, hospitals, pharmacy, procurement, planning and clinical leadership, always within required compliance standards.
- Proven negotiation, influencing and executive communication skills, including the ability to lead outcomes without formal authority.
- Strategic thinking and strong results orientation, with success measured through access generated, institutions activated and patients impacted rather than purely commercial targets.
- Ability to lead cross-functional projects and align diverse internal and external stakeholders in complex, uncertain environments with extended access timelines.
- Strong analytical, data interpretation, opportunity prioritization and strategic planning capabilities.
- Agile learning, respect for differences and a continuous-improvement mindset; therapeutic-area knowledge, HEOR/value analysis, advanced project management, digital tools and AI, and organizational leadership may be developed further in role.

Preferred background: Experience within public health entities, high-complexity hospitals, or consulting focused on access, HEOR or economic evaluation is valuable. Profiles with exclusively traditional sales, medical promotion, distributor or consumer-industry experience and limited institutional healthcare exposure are less aligned with the role.

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
Marketing
Место
Эквадор
Сайт
Av. Amazonas (Oncology)
Company / Legal Entity
EC01 (FCRS = EC001) Novartis Ecuador S.A.
Alternative Location 1
Av. Amazonas (Pharmaceuticals / GDD / NTO / CTS), Эквадор
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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