

# Market Access Manager

Job ID  
REQ-10036526  
Jan 21, 2025  
Thailand

## Summary

Location: Thailand #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you

### About the Role:

Implements strategies at a country level, contributes to the timely listings and contract renewals of Novartis brands. Interprets payer research results to develop solid insights on explicit and implicit needs of payers. Leverages this payer environment knowledge to develop, optimal brand pricing, market positioning and stakeholder influence strategies. Delivers high quality, impactful, product listing agreements and develops negotiation strategies in collaboration with the Health Policy and/or Access Team. Manage cross-functional teams in the development and submission of evidence dossiers to HTA and/or P&R bodies.

This role will report directly to Country Head of Value & Access.

## About the Role

Work closely with all Business Franchises for selected products to develop plans, both pre-launch and post-launch to optimize market access, particularly securing reimbursement in the government channels

- Refine market access strategy for selected products and integrate into IPS plans
- Identify commercial opportunities at payer level and define propositions to capture opportunities (e.g. price/volume contracts, innovative pricing models)
- Support NLEM listing strategy for selected products (submission prioritization, dossier, key messages, and NLEM committee engagement plan)

Monitor and map out healthcare policy trends/issues at national level that may impact performance and potential of NVS products (e.g. access, reimbursement, prices, patents, legislation, etc.); translate into NVS policy strategy to mitigate risks and capture opportunities

- Identify and assess stakeholders and stakeholder groups (including government, academia, NGO); assist in defining key messages and value proposition for key stakeholders, roll-out engagement plan to build relationships and shape HC reforms and/or mitigate negative impact from policy changes
- Forge excellent collaboration and partnerships with the Thai MOPH and other key Government bodies

Provide policy inputs for the development and conduct of health economics & outcomes research (HE&OR) studies and price setting consistent with priorities and product strategies in order to optimize market access (reimbursement and listing), to obtain optimal pricing, and to support other commercialization activities

## Essential Requirements:

- University degree in pharmacy or science, or Health economist degree
- Experience in market access
- HEOR knowledge, experience in HITAP or NLEM working group
- Prefer experience in Oncology, Hematology and Rare disease
- Ability to engage with stakeholders at various levels and effectively influence outcomes
- English: good written & spoken

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Division

International

Business Unit

Innovative Medicines

Location

Thailand

Site

Bangkok

Company / Legal Entity

TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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