

Private Access Manager

Job ID
REQ-10037881
Jan 24, 2025
Mexico

Summary

Location: Mexico City

About the role:

We are seeking a Private Access Manager in Operations who will focus on optimizing operational and commercial processes related to patient access to treatments, efficient supply chain management, and maintaining strategic relationships with distributors, wholesalers, and internal clients.

This role will work directly with the Commercial and Access teams and reports to the Private Senior Manager.

About the Role

Key responsibilities:

- Maintain effective communication and strategic relationships with insurers and internal teams.
- Ensure alignment of objectives and strategies among all involved parties.
- Supervise and optimize inventory levels to meet established deadlines.
- Develop plans to efficiently manage inventory days.
- Conduct sales projections and develop growth plans by channel.
- Analyze market trends to inform sales and operations strategies.
- Monitor and report sales performance across different channels.
- Prepare and handle credit notes and provisions.

Minimum Requirements:

- Bachelor's degree
- Validated experience in similar roles, preferably within the pharmaceutical industry dealing with insurers and/ or in new businesses and launches.
- Expertise on successful implementation of improvements in information systems and operational processes
- Strategic mindset, good analytical and data management skills
- Availability to do up to 40% of field work
- Intermediate English level
- Cross-functional collaboration
- Good verbal and written communication

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<https://www.novartis.com/careers/benefits-rewards>

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>

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Division

International

Business Unit

Innovative Medicines

Location

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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