

# Access, Commercial & Partnership Head

Job ID  
REQ-10038428  
Jan 30, 2025  
Brazil

## Summary

Lead and develop the patient access strategy for Novartis' portfolio in Brazil, focusing on bringing access solutions and maximizing business assets through innovation. Responsible for building and continuously enhancing best-in-class patient access capabilities to establish and maintain competitive advantage in a dynamic market environment. Be part of the Brazil leadership team.

## About the Role

### Key responsibilities:

- Deep understand of the Private and Public Access processes/environment, with clear identification of core opportunities.
- Strategic approach on core therapeutical areas (oncology, immunology, neuro, cardio, RLT, CART and GTx), strengthening Novartis competitiveness to successfully deliver rapidly growth of the portfolio.
- Develop the integrated strategy including market research, patient journey mapping, evidence plan, competitor landscape, forecast models, organization sizing inputs, sales forecast and business case for investment.
- Shorten the time it takes to bring innovation to patients, ensuring timely access to new treatments. Create a higher impact into Healthcare Ecosystem thru partnerships.
- Optimize our go-to-market strategy by developing advanced customer and health system competitive models that support account management, negotiation, and resource allocation, maximizing portfolio growth.
- Plan, negotiate, forecast, and execute sales operations, including analyses, to ensure efficient and effective sales performance.
- Co-lead commercial committee and drive key actions towards strategic commercial decisions

### Essential requirements:

- At least 8 years leading leaders – minimum 10 years of proven leadership experience.
- Deep understanding of the most relevant market access stakeholders (payers, governmental bodies, industry associations, professional associations and other stakeholders).
- Large-scale sales management and marketing experience.
- Able to understand changing dynamics of the Pharmaceutical industry.
- P&R and Listing processes.
- Broad knowledge of government and private payer reimbursement.
- Clear understanding and navigation of the Brazilian Health Care System.
- Fluent in English and Portuguese.

**Why Novartis:** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: Competitive salary, annual bonus, life insurance, home office policy (home office 2x a week), retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access the Novartis Life Handbook: <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.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Careers: <https://www.novartis.com/careers>

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

**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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**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Brazil

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular  
Shift Work  
No  
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