

# Head - Strategic Access and Partnership - Private

Job ID

REQ-10039335

Feb 09, 2025

India

## Summary

-Leads the development and implementation of the patient access strategy at (large) country / regional level. To facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers at a local level.

## About the Role

### Major accountabilities:

- Your responsibilities include, but not limited to:
- Develop and implement strategic access and corporate partnership strategies by negotiating and establishing partnership agreements and contracts, considering factors such as pricing, distribution channels, and access etc.
- Accountable to drive customer centricity & deliver triple-wins through role-modelling, innovation & disruptive thinking aligned with our customers' needs and priorities.
- Display agility and growth mindset across the changing healthcare ecosystem and develop innovative partnership models to strengthen healthcare eco-system with all our top corporate/private accounts for a sustainable patient access.
- Establish and maintain a strong professional network with the relevant procurement authorities, healthcare providers, and hospital management.
- (incl. mapping, coverage, activities etc.)
- Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans.
- Create and work with country therapy area teams to align on business cases for partnerships
- Collaborate with cross-functional teams, including market access, marketing, sales, ERC and legal departments, to develop and execute partnership strategies that align with business objectives and drive mutually beneficial outcomes.
- Ensure compliance with all regulatory requirements and guidelines, and maintain high ethical standards in all partnership activities.
- Stay updated on industry best practices and continuously seek opportunities for innovation and improvement in strategic access and corporate partnership strategies. Also, monitor industry trends, regulatory changes, and competitive activities to stay ahead in evolving healthcare landscape.
- Track and analyze the impact, performance, and return on investment of strategic access and partnership initiatives, and provide regular reporting to key stakeholders and senior management.
- Lead and manage a team, providing guidance, support, and coaching to ensure their professional development and achieve team objectives.

**Key performance indicators:**

- Reimbursement/listing status, price versus targets, time to reimbursement/access -Revenue, market availability/access -Management of relevant local systems and processes to secure optimal patient access

**Minimum Requirements:****Work Experience:**

- Proven Ability to Develop trust-based relationships with key regional stakeholders.
- Candidates with graduation in science and MBA will be preferred.
- 12+ Years working experience in managing corporate hospitals and building innovating access solutions.
- Previous People management experience is required
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

**Skills:**

- Agility.
- Access And Reimbursement Strategy.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

**Languages :**

- English.

**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?

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Division

International

Business Unit

Universal Hierarchy Node

Location

India

Site

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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