

# (Senior) Market Access Manager

Job ID

REQ-10029318

Nov 12, 2024

Hong Kong Special Administrative Region, China

## Resumen

To drive general medicine key product patient access to government sector with funding. To connect healthcare policy makers to Novartis innovations and together to fill un-met medical needs for HK community. To build Novartis as partner to Hong Kong healthcare system's stakeholders.

## About the Role

### Key Responsibilities

- To identify and to lobby healthcare policy decision makers with strategic outreach actions for key brand patient access.
- To leverage on HK healthcare system policy directions and to shape where applied to support key brands' patient access in the future.
- To drive for key product access with government funding, such as: reimbursement, Samaritan Fund, Community Care Fund or related access resources.
- To build and enhance partnership with key decision makers and key opinion leaders in government institutions, medical associations, patient groups, key accounts, and other business partners.
- To lead and to bring in new access through innovation pricing model, risk sharing program, utilization on HE&OR or Real World Evidences.
- Key product strategic listing plan through brand planning process.
- To align with local, regional and global on pricing implementation in HK.
- Excellent strategic thinker with demonstrated operational, analytical, negotiation and consensus building skills.
- Track record of being a leader in market access, policy-setting environments such as in trade association or a relevant government agency, with skill managing projects or working groups.

### Essential Requirements:

- Tertiary qualification in the related field
- Fluent, spoken and written English and Chinese
- At least 10 years experiences in pharmaceutical industry, preferable in policy and access related functions.
- Ability to manage multiple initiatives and to work in (and cultivate) highly collaborative and cross-functional teams (internal and external).
- Excellent verbal, written and interpersonal communication skills.

**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:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)

### **Accessibility and Accommodation:**

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.china@novartis.com](mailto:diversityandincl.china@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>. You can follow us via Novartis Recruitment WeChat Official Account and Novartis Recruitment WeChat Video Account.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>

**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>

División

International

Business Unit

Innovative Medicines

Ubicación

Hong Kong Special Administrative Region, China

Sitio

Hong Kong

Company / Legal Entity

HK02 (FCRS = HK002) Novartis Pharma

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

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

Job ID

REQ-10029318

## **(Senior) Market Access Manager**

[Apply to Job](#)

---

**Source URL:** <https://prod1.adacap.com/careers/career-search/job/details/req-10029318-senior-market-access-manager>

### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
3. <mailto:diversityandincl.china@novartis.com>
4. <https://talentnetwork.novartis.com/network>
5. <https://www.novartis.com/about/strategy/people-and-culture>
6. <https://talentnetwork.novartis.com/network>
7. <https://www.novartis.com/careers/benefits-rewards>
8. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hong-Kong/Market-Access-Manager\\_REQ-10029318](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hong-Kong/Market-Access-Manager_REQ-10029318)
9. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hong-Kong/Market-Access-Manager\\_REQ-10029318](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hong-Kong/Market-Access-Manager_REQ-10029318)