

# Strategic Account Manager - Wales

Job ID

REQ-10019141

Sep 10, 2024

Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

## Résumé

Leads the development and implementation of the portfolio patient access strategy across the strategic account. Delivers portfolio business objectives while maximising the long-term strategic relationships between Novartis and the strategic account with strong Enterprise leadership mindset.

## About the Role

This is a field based role covering the whole of Wales.

#LI Remote

## Major accountabilities:

- Accountability for deliverables to drive portfolio growth across priority brands while mindful of business opportunities beyond these.
- Advanced business leadership of the strategic account beyond national guidance for additional investments with clear business plans
- Translation of system knowledge into portfolio opportunities and risks and clear mitigation plans for the strategic account
- Attain strong executive system leader relationships through influencing mapping that supports system investment and aligned system focus on Novartis therapy areas
- Drives decisions related to patient Access strategy at a local level
- Utilises insights from cross functional teams and market research to launch, develop and implement high quality Patient Access strategic and operational plans.
- Strong collaborative leadership with local commercial and medical teams and HO teams

## Commitment to Diversity & Inclusion:

*We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

## Requirements:

- Experienced market access professional from the Wales healthcare economy
- Strategically experienced across multiple therapy area
- Proven ability to develop trust-based relationships with key regional stakeholders
- Knowledge of reimbursement processes and commercial principles.
- Thought leader-level NHS insights and system understanding around the Platinum account and wider NHS

- Adept at Senior Executive System stakeholder relationships in Platinum Accounts
- Collaborative leadership and influencing working across cross-functional teams with a collectively accountable mindset
- Significant Enterprise Leadership ability and mindset

## 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, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

## Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

**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>

Division

International

Business Unit

Innovative Medicines

Emplacement

Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Accès au marché

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.

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

Job ID

REQ-10019141

## **Strategic Account Manager - Wales**

[Apply to Job](#)

---

**Source URL:** <https://prod1.adacap.com/careers/career-search/job/details/req-10019141-strategic-account-manager-wales>

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

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/Strategic-Account-Manager---Wales\\_REQ-10019141](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/Strategic-Account-Manager---Wales_REQ-10019141)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/Strategic-Account-Manager---Wales\\_REQ-10019141](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/Strategic-Account-Manager---Wales_REQ-10019141)