

# (Senior) Market Access Manager

Job ID

REQ-10029318

nov 12, 2024

Hong Kong Special Administrative Region, China

## Résumé

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.

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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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### **Accessibility and Accommodation:**

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International  
Business Unit  
Innovative Medicines  
Emplacement  
Hong Kong Special Administrative Region, China  
Site  
Hong Kong  
Company / Legal Entity  
HK02 (FCRS = HK002) Novartis Pharma  
Functional Area  
Accès au marché  
Job Type  
Full time

Employment Type

Regular

Shift Work

No

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