

# Access Value Lead

Job ID  
REQ-10040269  
fév 18, 2025  
Brésil

## Résumé

Leads the development and implementation of the field access strategy at a country and regional level. Ensure harmonization, alignment and performance tracking to feedback the therapeutic area's reimbursement strategy. Coach & develop AVMs according to individual potential and within Novartis talent management tools.

## About the Role

### Major accountabilities:

- Drives Access Value Manager field deployment strategy by:
  - establishing clear qualitative and quantitative KPI for AVMs;
  - refining account-based target segmentation in key therapeutic areas, mainly on the private sector;
  - fostering best-practice sharing and collaboration among other field-based positions.
- Connect AVM's strategy to the brand teams to ensure LT & office-based visibility of AVM accomplishments
- Deep understanding of the current healthcare ecosystem to ensure tailored coverage of key strategic accounts.
- Develop AVM position according to the relevant changes and trends in local health policy environment

### Essential Requirements:

- knowledge of reimbursement processes and stakeholder management.
- Deep understanding of the most relevant stakeholders (payers, governmental bodies, wholesalers and other stakeholders); Deep understanding of the Brazilian Health Care Ecosystem.
- Understanding of Accounts Dynamics & Customer Centricity.
- Holistic ecosystem view, Strategic thinking and Business Mindset;
- Strategic Planning, Execution Excellence and Forecasting;
- 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

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

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Division

International

Business Unit

Innovative Medicines

Emplacement

Brésil

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENCIAS S.A

Functional Area

Accès au marché

Job Type

Full time

Employment Type

Regular

Shift Work

No

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