

Bidding Strategy & Market Access Lead

Job ID
REQ-10036743

1月 15, 2025

China

摘要

VA部门旨在和医疗卫生系统和医疗保障系统相关方建立长期的合作关系,形成系统的客户洞察,最大化患者准入,并与公立/私立相关方合作推动自费产品的报销。

本招聘通知是为了招聘一位区域招标策略和上海市场准入的负责人,该岗位将负责VBP/区域招标的策略和上海市的市场准入工作。

About the Role

负责NVBP/PVBP/区域招标的策略和上海市的市场准入工作：

收集整理国家及地方的集中带量采购、招标政策信息,及时分析、了解政策变化,为公司提供决策参考依据;

了解地方VBP/挂网/招标/等项目流程,解读、分析招采政策,并带领团队准备、梳理、编制相应的文件;

协助招标策略负责人对集采进行项目制管理,设置相关时间节点提醒和跟进,实施集采全流程闭环模式管理,并按要求形成周报、月报、年报,按要求定期汇总;

带领团队协调公司跨部门团队,沟通规划产品挂网/信息变更等工作进度;
优化完善招标SOP,协助招标策略负责人组织跨部门及部门内部培训及会议;

建立和维护与上海市各级政府相关部门、NGO组织以及利益相关方的沟通平台,充分展现诺华在中国的使命和愿景,使诺华成为各级政府在医疗卫生改革中的战略合作伙伴;

协助中央市场准入相关工作,包括但不限于NRDL、NEDL目录的准入的支持;
结合公司业务战略目标,带领团队积极促进上海市政策优化和推进准入工作的达成;

配合中央和地方相关准入项目进行平台搭建、协会沟通、会议现场管理等工作;

公司及上级布置的其他工作任务。

Education:

本科学历及以上,市场或医药背景相关,硕士学历优先

Bachelor's degree or above in economics, marketing or healthcare-related discipline, Master's degree preferred

Languages:

流利的中英文能力

Fluent in both written and spoken Chinese Mandarin Good in both written and spoken English

Experience:

1、10年以上制药行业招标或市场准入相关商业经验

2. 熟悉国家及地方医保、卫生政策法规,熟练掌握招投标的程序及有关规定和要求

3. 较强的公文、PPT写作技巧、政策理解和分析能力

4. 出色的项目管理技能,优秀的沟通能力

5. 敬业度、商业敏锐度和战略思维

1. 10+ years' experience in access or commercial department within pharmaceutical industry, esp.

2. Familiar with national and local medical insurance and health policies and regulations, and skilled in bidding procedures and related regulations and requirements.

Strong

3. Strong correspondence, PPT writing skills, policy understanding and analytical skills

4. Strong project management skillsets and communication skills

5. Engagement, Business acumen and strategic thinking.

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>

部门

International

Business Unit

Innovative Medicines

地点

China

站点

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Market Access

Job Type
Full time

Employment Type
正式

Shift Work
No

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无障碍及便利设施

诺华承诺与残障人士共事并为他们提供合理的便利设施。如果您由于健康状况或残障在招聘过程的任何环节需要合理便利设施或者为了履行职位的基本职能请发送电子邮件至 diversityandincl.china@novartis.com 告知您的需求和联系方式,并在邮件中附上您的职位申请编号。



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