

## Head - Strategic Access and Partnership - Private

Job ID  
REQ-10039335

2月 09, 2025

India

### 摘要

-Leads the development and implementation of the patient access strategy at (large) country / regional level. To facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers at a local level.

### About the Role

Major accountabilities:

- Your responsibilities include, but not limited to:
- Develop and implement strategic access and corporate partnership strategies by negotiating and establishing partnership agreements and contracts, considering factors such as pricing, distribution channels, and access etc.
- Accountable to drive customer centricity & deliver triple-wins through role-modelling, innovation & disruptive thinking aligned with our customers' needs and priorities.

- Display agility and growth mindset across the changing healthcare ecosystem and develop innovative partnership models to strengthen healthcare eco-system with all our top corporate/private accounts for a sustainable patient access.
- Establish and maintain a strong professional network with the relevant procurement authorities, healthcare providers, and hospital management.
- (incl. mapping, coverage, activities etc.)
- Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans.
- Create and work with country therapy area teams to align on business cases for partnerships
- Collaborate with cross-functional teams, including market access, marketing, sales, ERC and legal departments, to develop and execute partnership strategies that align with business objectives and drive mutually beneficial outcomes.
- Ensure compliance with all regulatory requirements and guidelines, and maintain high ethical standards in all partnership activities.
- Stay updated on industry best practices and continuously seek opportunities for innovation and improvement in strategic access and corporate partnership strategies. Also, monitor industry trends, regulatory changes, and competitive activities to stay ahead in evolving healthcare landscape.
- Track and analyze the impact, performance, and return on investment of strategic access and partnership initiatives, and provide regular reporting to key stakeholders and senior management.
- Lead and manage a team, providing guidance, support, and coaching to ensure their professional development and achieve team objectives.

#### Key performance indicators:

- Reimbursement/listing status, price versus targets, time to reimbursement/access -Revenue, market availability/access -Management of relevant local systems and processes to secure optimal patient access

#### Minimum Requirements:

##### Work Experience:

- Proven Ability to Develop trust-based relationships with key regional stakeholders.
- Candidates with graduation in science and MBA will be preferred.
- 12+ Years working experience in managing corporate hospitals and building innovating access solutions.
- Previous People management experience is required
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

##### Skills:

- Agility.
- Access And Reimbursement Strategy.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.

- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

Languages :

- English.

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部门

International

Business Unit  
Innovative Medicines

地点  
India

站点  
Mumbai (Head Office)

Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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