

Access Business Partner

Job ID
REQ-10044133

3月 25, 2025

Argentina

摘要

Lidera la implementación de una estrategia sostenible de Acceso al Paciente a nivel local (CPO). Recopila y analiza datos para generar información para los envíos de Patient Access que conjuntamente crean valor para los clientes, los pacientes y Novartis.

About the Role

Major Accountabilities:

- **Project Leadership:** Leads projects to submit patient access dossiers to regulatory authorities, applying high standards of operational excellence.
- **Strategic Information:** Provides early relevant information for local product development decisions.
- **Analytical Justification:** Offers solid analytical justification for business cases.
- **Tool Management:** Maintains and updates all relevant P&R tools and systems.

- **Impactful Reports:** Creates detailed reports that translate data analysis results on Novartis' pricing and reimbursement strategy and competitor products into impactful business recommendations.
- **Networking and Relationships:** Builds and leverages strong networks and relationships with key customers, opinion leaders, and decision-makers to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions.
- **Pricing Management:** Leads local input on global and local pricing.
- **Model Adaptation:** Adapts Global Healthcare Economics models to accurately reflect local environments.

Key Performance Indicators:

- **Achieved Objectives:** Achievement of local P&R and Novartis uptake objectives.
- **Tracking Systems:** Effective use and improvement of tracking systems to measure access.
- **Time to Market:** Shortening the time to market for products.
- **Patient Access:** Improvement and expansion of patient access.

Work Experience:

- **Reimbursement Dossiers:** Experience in preparing reimbursement dossiers.
- **Clear Communication:** Proven ability to understand and clearly communicate scientific and economic topics.
- **Healthcare Knowledge:** Knowledge of national healthcare, regulatory environment of P&R processes, and drug listing.
- **Negotiation and Analysis:** Strong negotiation and analytical skills.

Skills:

- Analytical Ability
- IT Networking
- Finance
- Health Economics
- Health Technology Assessment (HTA)
- Key Account Management
- Product Positioning
- Value Propositions
- Public Affairs
- Market Access
- Customer-Centric Mindset
- Healthcare Sector Understanding
- Cross-Functional Collaboration
- Real-World Evidence (RWE)
- Project Management
- Process Management
- Analytical Thinking
- Agility

Language:

- Advanced English Level

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>

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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

Argentina

站点

Ramallo (Argentina)

Company / Legal Entity

AR01 (FCRS = AR001) Novartis Argentina S.A.

Functional Area

Market Access

Job Type

Full time

Employment Type
Regular

Shift Work
No

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