

Key Account Manager

Job ID
REQ-10046332

4月 08, 2025

Peru

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

Key Responsibilities

- Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.
- Provides analytical rationale for Business Cases.
- Maintain and update all relevant P&R tools and systems.
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactful business recommendations.

- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.
- Leads the local input to both global and local Pricing.
- Adapt Global Healthcare Economics models to accurately reflect local environments.

Essential requirements

- University degree
- Proven experience in similar roles within the pharmaceutical industry leading high specialty business and/or Oncology
- Solid understanding of public market
- Intermediate English
- Cross-functional collaboration
- Strategic mindset, strong innovation and negotiation skills
- Availability to travel within the country

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>

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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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<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
Peru

站点
Lima (Pharmaceuticals / GDD / CTS)

Company / Legal Entity
PE01 (FCRS = PE001) Novartis Biosciences Peru

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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