

Head Strategic Access and Partnerships

Job ID
392044BR
Sep 03, 2024
India

Summary

As Head of Strategic Access and Partnerships, you will support the development and implementation of innovative and winning pricing and market access strategies and tactics at different stages of the product lifecycle. You will also facilitate and achieve optimal Patient Access, affordability, reimbursement and adoption and be responsible for maximizing Novartis Products. creating profitable and long-term business relationship across Disease Areas in Key Government both Central & State, Private hospitals, and other key accounts.

About the Role

Your responsibilities include, but not limited to:

- Accountable to drive customer centricity & deliver triple-wins through role-modelling customer-in, innovation & disruptive thinking aligned with our customers' needs and priorities. Support and implement winning and innovative access strategies and solutions, to serve early-stage assets or maximize assets at launch.
- Display agility and growth mindset across the changing healthcare ecosystem and develop innovative partnership models to strengthen healthcare eco-system with all our top accounts at state level, GKA and corporate key chains for a sustainable patient access.
- Build and implement a sustainable stakeholder management plan (incl. mapping, coverage, activities etc.) to establish strong relationships with key focus accounts both in public and private.
- Lead the development and implementation of the patient access strategy at (large) state, GKA and corporate key Chains (Account) level. Facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers. Establish and maintain a strong professional network with the relevant Government authorities, Healthcare providers, Health Economic organizations and other decision making representatives to anticipate and influence legislative trends.
- Drive decisions related to patient access strategy at a state and corporate key Chains (Account) level. Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans.
- Build technology partnerships to create accessible solutions for patients for priority Novartis products, co-create Private Health Insurance as an alternate channel of Access for priority portfolio. Develop and coach SAM team to enhance capability, drive operational excellence Working in collaboration with the KAM team to enhance penetration in Key Govt.
- Develop commercial models to partner with key corporate chains and modern trade channels (e commerce)
- Work closely with pricing team to ensure streamlining & implementation of operational pricing in different channels (KAM, Private Accounts and Online)

Minimum requirements

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 12+ Years working experience in pharma sector with previous or existing experience of managing Government Key Accounts will be preferred.
- People management is required
- Expertise of innovative access solutions through insurance and health financing solutions and health technology assessment using Value models.
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

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>

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

Division

International

Business Unit

Innovative Medicines

Location

India

Site

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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