

VALUE ACCESS MANAGER

Job ID
REQ-10030351

11月 18, 2024

Spain

摘要

Implementa estrategias a nivel nacional, contribuye a los listados oportunos y renovaciones de contratos de las marcas Novartis.
Interpreta los resultados de la investigación del pagador para desarrollar información sólida sobre las necesidades explícitas e implícitas de los pagadores. Aprovecha este conocimiento del entorno del pagador para desarrollar, precios de marca óptimos, mercado estrategias de posicionamiento e influencia de las partes interesadas.
Ofrece acuerdos de listado de productos de alta calidad, impactantes y desarrolla estrategias de negociación en colaboración con la Política de Salud y/o el Equipo de Acceso.
Gestionar equipos multifuncionales en el desarrollo y presentación de expedientes de prueba a los organismos HTA y/o P&R

About the Role

Key Responsibilities:

- Assess and lead pricing strategy and commercial models by brand considering lifecycle management, stakeholders' needs and access strategy. Collaborating with other key functions to maximize value creation.
- Responsible for the development Public Offering Strategy to ensure company results' maximization while developing Innovative Purchasing solutions.
- Lead Market Access Projects to create competitive pricing solutions for Regions and Hospitals while collaborate to implement a comprehensive set of added value services.
- Being accountable for the pricing analysis and commercial offering performance to anticipate and enable early reaction to market changes.
- Creating networking and long-term relationship with hospital technicians to capture and anticipate future trends insights to drive new Pricing Policies team direction.
- Serve as subject matter expert for internal stakeholders and external HCPs regarding education on Reimbursement, Pricing and Purchasing Models
- Maintain and share relevant information regarding account contacts, prior authorization requirements, trends, competitive intelligence, etc. with the Market Access Department.
- Execute business in accordance with the highest ethical, legal, and compliance standards, including timely and successful completion of all required training

Essential Requirements:

- Degree in one or more of the following areas: pharmacy, life sciences or business administration, from an accredited university required.
- Master in Market Access, Health Economics or Public Health
- 3-5 years of significant pharmaceutical experience in a similar position within a Pharma company, Public Hospital or alternatively on a Healthcare Consulting firm.
- Public Purchasing knowledge is a plus

Desired requirements:

- Excellent interpersonal skills and ability to work effectively with others in and across the organization to accomplish team goals
- Demonstrable analytical, interpretative, and problem-solving skills
- Well-developed written and verbal communication skills including presentations, meeting and workshop facilitation, business and report writing
- Strong capability in juggling priorities to meet deadlines while retaining consistently high-quality outcomes
- Must show evidence of strategic thinking and must have led on strategic insights
- A willingness and ability to travel.

Languages:

- Local language: fluent written and spoken
- English: fluent written and spoken

Benefits and Rewards:

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity and Inclusion / EEO

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>

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

Spain

站点

Barcelona Gran V í a

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1
Madrid Delegación, Spain

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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