

Senior Manager, Private Payers

Job ID
REQ-10030492

2月 19, 2025

Canada

摘要

Location: Montreal/Toronto, ON #LI-Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the role:

We are seeking a Senior Manager, Private Payers to help develop and execute on Novartis' Private Market Access Strategy. In this role you'll help ensure that Canadians have access to life-changing, innovative medicines when they need them the most. You'll leverage your expertise and knowledge of the group benefits and market access space to develop relationships, solve complex problems, and advocate for the best health outcomes for patients.

This role will work directly with the Value & Access, New Product Planning team and reports to the Private Payer Director.

Please note that the Novartis internal title is Lead, Private Payors

About the Role

Key responsibilities:

- Supports and implements the reimbursement and pricing strategies tailored for private payers to ensure optimal attainment of market access for Novartis' product portfolio in Canada.
- Works in collaboration with the local Access, Medical, Commercial, Patient Support Program, Pricing and Brand teams to ensure that private payer reimbursement and pricing strategies align and support the overall product portfolio goals.
- Coordinates the implementation of listing terms with private payers and ensures terms are being adhered to over time
- Responsible for supporting engagement activities (i.e. Advisory boards, stakeholder meetings) to support Private Payer activities.
- Actions coverage escalations with private payers and ensures reconciliation of invoicing is accurate while working to resolve any discrepancies
- Tracks private payer policy, funding decisions and environmental trends to ensure that Novartis Canada and Canadian patients are properly informed and positioned for optimal private access.
- Consults with patient access programs to identify and manage opportunities to optimize private payer reimbursement and ensure data collection mechanisms support private payer listing activities.
- Builds productive relationships with key colleagues in other Novartis functions and affiliates as required (US, LaCan and EU)

What you' ll bring to the role:

Essential:

- Understanding of the overall patient journey, drug coverage, support programs (public and private), and product listing agreements
- Experience reviewing pharmaceutical drug submissions from a private payer perspective
- Relevant pharmaceutical industry experience and established relationships with private payers and/or experience working within the private payer space
- 5+ years pharmaceutical industry experience working with private and public payers and/or within a health management organization
- Excellent interpersonal skills including the ability to communicate effectively with people individually and with groups
- Strong negotiation skills resulting in successful win-win outcomes for all stakeholders

Desirable:

- Bilingual (English and French) written and verbal skills are an asset for this role

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

Universal Hierarchy Node

地点

Canada

站点

Montreal

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Alternative Location 1

Toronto, Canada

Functional Area

Market Access

Job Type

Full time

Employment Type
Regular

Shift Work
No

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