

Regional Value and Access Sr Manager

Job ID
REQ-10068259

12月 09, 2025

Mexico

摘要

#LI-Onsite

Location: Mexico City, Mexico (availability to travel required)

Relocation Support: This role is based in Mexico City, Mexico. Novartis is unable to offer relocation support: please only apply if accessible.

Drive regional impact by leading value and access initiatives that help more patients benefit from timely, equitable care. You ' ll shape access strategies across markets, partner closely with medical, commercial and patient access teams, and build trusted relationships with payers, authorities and healthcare leaders. By turning insights into clear action plans—and traveling as needed to connect teams and decision makers—you ' ll remove barriers, align stakeholders and elevate outcomes across the region.

About the Role

Major accountabilities:

- Lead the development and execution of local value and access strategies to achieve business objectives.
- Build and nurture relationships with key stakeholders, payers, and healthcare decision makers.
- Oversee cross-functional teams to ensure seamless collaboration and delivery of market access initiatives.
- Drive sales, market share, and profitability within agreed targets, supporting Novartis' reputation and culture.
- Represent the organization in regional and global forums, ensuring strategic alignment and knowledge sharing.
- Foster a high-performance, customer-focused culture and develop talent within the organization.
- Ensure compliance with legal, ethical, and corporate guidelines while managing business partnerships and agreements.

Minimum Requirements:

- Bachelor's degree or higher in a relevant field
- Must have experience in both the pharmaceutical industry and government sectors
- Proven experience with profit and loss or business unit accountability
- Demonstrated people leadership and talent development skills
- Experience in customer-facing roles such as Marketing, Sales, or Access
- Proven experience leading multifunctional teams
- Expertise in managing interdependent or integrated customer relationships
- Strong verbal and written 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>

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
Sales

地点
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

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

Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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