

## Regional Value and Access Manager Centro

Job ID  
REQ-10068263

1月 12, 2026

Mexico

### 摘要

#LI-Onsite- On field

Location: Mexico City

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

Ready to shape how patients across the Centro region gain timely access to innovative therapies? As Regional Value Access Manager Centro, you will lead strategic relationships with priority accounts in and around Mexico City, turning deep customer insight into practical solutions that enhance patient care and deliver sustainable growth. You will partner closely with medical and marketing teams to craft compelling value propositions, negotiate fit-for-purpose agreements, and orchestrate account plans that anticipate market shifts. Working in the field, you ' ll meet stakeholders where they are—mapping decision makers, understanding local challenges, and translating them into clear actions backed by data from our Customer Relationship Management (CRM) systems. If you thrive on building trust, navigating complex healthcare ecosystems, and driving impact with integrity and compliance, this role offers a platform to make a measurable difference.

## About the Role

### Key Responsibilities

- Build and maintain strong relationships with key accounts to achieve sales and access objectives.
- Develop and execute tailored account strategies and action plans for assigned accounts.
- Negotiate contracts and lead initiatives that address customer and patient needs.
- Analyze market trends and competitor activities to inform account planning.
- Organize and deliver impactful customer events in collaboration with cross-functional teams.
- Ensure timely and accurate reporting in CRM systems, including stakeholder mapping and compliance.

### Essential Requirements

- Bachelor ' s degree in a relevant field (business, healthcare, or related discipline).
- Proven sales experience in multinational companies within the healthcare sector.
- Demonstrated expertise in key account management and customer relationship building.
- Strong analytical skills, including market analysis and competitive intelligence.
- Experience handling quality metrics and compliance issues.
- Intermediate/ Advanced English.

### Desirable Requirements

- Advanced proficiency with Customer Relationship Management (CRM) tools (e.g., Salesforce) to drive data-led account planning.

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: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门  
International

Business Unit  
Sales

地点  
Mexico

站点  
INSURGENTES

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

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer6982e495b866d471305504"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth  var config = { targetId:
"kalturaplayer6982e495b866d471305504", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ' , ' right' , ' top ' , 'bottom ' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside' , ' hidden ' , 'over ' )
```

```

expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }

```



**VIDEO**

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](mailto: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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