Value and Access Manager Jr

Job ID REQ-10068278

12月 08, 2025

Mexico

摘要

#LI-Onsite- On field

Join Novartis as a Value and Access Manager JR and play a key role in shaping commercial success and patient outcomes. You'll build lasting relationships with key clients, develop tailored strategies, and deliver solutions that truly make a difference. By supporting the patient journey and positioning Novartis brands effectively, you'll help drive growth and innovation in a dynamic healthcare environment.

About the Role

^{**}Location:** Mexico City

^{**}Relocation Support:** This role is based in Mexico City. Novartis is unable to offer relocation support for external candidates: please only apply if accessible.

Key Responsibilities

- Drive sales, promotion, and development in designated accounts to achieve commercial goals.
- Develop customer strategies and dedicated action plans for assigned accounts.
- Build and maintain long-term relationships with key customers.
- Identify and propose solutions that meet client needs and objectives.
- Prepare and negotiate contracts, guiding strategic initiatives for targeted accounts.
- Organize customer events and programs in alignment with business plans.
- Map stakeholders, segment and profile accounts, and provide timely CRM data.
- Ensure prompt reporting of technical complaints, adverse events, and special cases.
- Distribute marketing samples where applicable.

Essential Requirements

- Key account management experience in the healthcare sector
- Sales experience within multinational companies
- Strong collaboration and problem-solving skills
- Proven ability to develop and execute commercial strategies
- Experience with CRM systems and data management
- Intermediate/ Advanced English

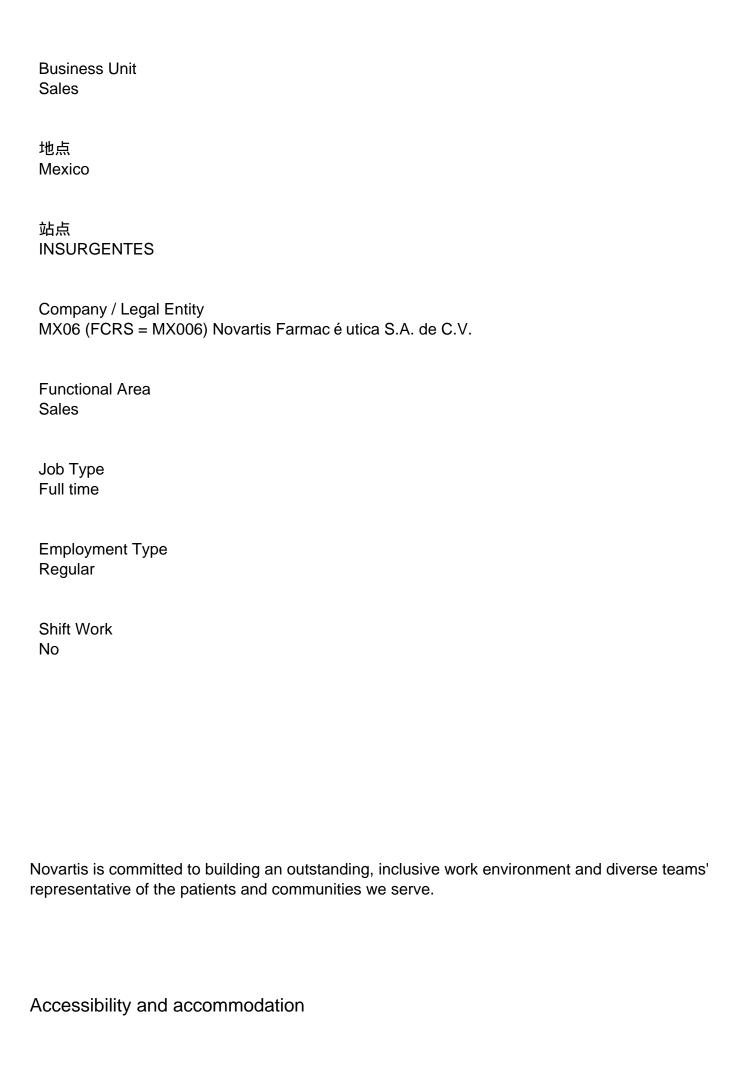
Desirable Requirements

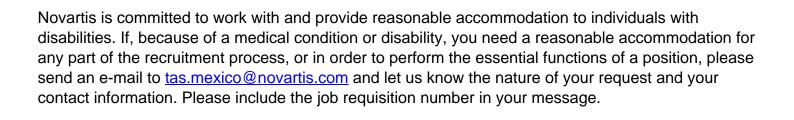
- Team management experience
- Experience in market development or competitive intelligence

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





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