

Value and Access Manager Jr

Job ID
REQ-10068278

12月 08, 2025

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 for external candidates: please only apply if accessible.

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

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

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

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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