

Associate Director CRM, TA Access

Job ID
REQ-10076461

4月 28, 2026

India

摘要

BSI Associate Director CRM, TA Access
#LI-Hybrid

Location: Hyderabad

The BSI Associate Director Therapeutic Area (TA) Access provides people leadership to a TA aligned Access team, driving integrated access strategies across the product lifecycle. The role is responsible for supporting International TA access team in operationalizing Integrated Product Access Strategy (IPAS) deliverables for assigned assets across the R D C continuum.

The role partners closely with cross functional and TA leadership to deliver robust payer value, optimize access outcomes, and build a high performing, future ready team.

About the Role

Major Accountabilities

- Provide people leadership to a TAaligned Access team (5-8 associates), fostering high performance, engagement, and capability development.
- Support the development and execution of integrated access strategies across the product lifecycle (early assets to inmarket), in alignment with TA and enterprise priorities.
- Coordinate development and updates of IPAS deliverables (Opportunity, Strategy, Execution) and Serve as BSI workstream lead within IPAT/IPAS governance
- Act as a core access partner to TA leadership, contributing to brand strategy, disease area planning, and key decision forums.
- Ensure strong payer value propositions, evidence alignment, and access positioning in collaboration with HEOR, Medical, Pricing, Commercial, and Regions.
- support TA access team on key deliverables, ensuring timely, high quality outputs and clear accountability.
- Drive consistent ways of working, governance, and best practices across the team, including process standardization and continuous improvement.
- Coach and develop BSI team members through clear objectives, feedback, and talent planning, building a robust pipeline of future BSI access leaders.
- Represent BSI Access in cross functional and matrix forums, influencing stakeholders and aligning diverse perspectives toward shared outcomes.

Requirements:

- Post-graduate degree (Masters or PhD) in relevant discipline (including health economics, epidemiology, health services research, public health, or business management)
- 10-12 years conducting research / activities for pharmaceutical products in pharma industry, contract research organization, or academic institute; or experience in a closely related discipline within the pharma industry (e.g. clinical research, statistics, epidemiology, pricing analytics)
- Prior experience with CRM TA preferred
- Ability to work, prioritize, and drive projects independently
- Proven leadership (people management and project management)
- Strong verbal and written communication skills

Commitment to Diversity and Inclusion

- Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect the patients and communities we serve.

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

General Management

地点

India

站点

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
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(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
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config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
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(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
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: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

Accessibility and accommodation

Novartis is committed to working with and providing 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 diversityandincl.india@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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