

TA Access Strategy Manager

Job ID
REQ-10077071

5月 06, 2026

Ireland

摘要

The TA Strategy Access Manager is responsible for driving commercial growth by identifying and prioritizing Value & Access opportunities across priority brands and the portfolio. The role leads the development and execution of access, pricing, and reimbursement strategies informed by deep healthcare system and payer insights, ensuring sustainable access outcomes across the product lifecycle.

About the Role

Job description

Key responsibilities

- Define and drive national access, pricing, and reimbursement strategies across products and the portfolio in line with brand priorities and lifecycle stages.
- Identify, evaluate, and prioritize Value & Access strategic choices that support commercial growth and sustainable access outcomes.
- Translate global access guidance into locally relevant strategies informed by healthcare system, policy, and payer dynamics.
- Embed Value & Access strategies into integrated brand, portfolio, and account plans through close cross-functional collaboration.
- Generate and deliver high-quality healthcare system, payer, and customer insights to inform portfolio and therapeutic area strategies.
- Monitor external policy, reimbursement, and market changes and integrate learnings into strategy adaptations.
- Collaborate and influence cross-functional stakeholders including Medical Affairs, Commercial, Finance, and Strategic Account teams.
- Build and maintain strong relationships with external stakeholders and represent the organization in access-related discussions and negotiations.
- Support lifecycle management activities including launches, line extensions, pricing reviews, contract renewals, and HTA updates.
- Monitor access performance and milestones using defined KPIs and contribute to continuous optimization and best practice sharing.

Requirements

- University degree in life sciences, economics, or a related field, fluent English and local language, with 5–8 years of experience in market access, pricing, or reimbursement roles.
- Strong understanding of national pricing, reimbursement, and payer systems within the pharmaceutical or healthcare environment.
- Proven experience contributing to access, pricing, or payer negotiations at national or institutional level.
- Demonstrated experience supporting product launches and managing access activities across the full product lifecycle.
- Ability to translate clinical and economic evidence into compelling access value propositions, including collaboration with HEOR partners.
- Strong analytical, strategic, and problem-solving capabilities in complex healthcare system environments.
- Proven ability to influence and align cross-functional stakeholders without direct authority in matrix organizations.
- Effective communication and stakeholder management skills across internal teams and external decision makers.

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future together? <https://www.novartis.com/about/strategy/people-and-culture>

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部门

International

Business Unit

General Management

地点

Ireland

站点

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
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```
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
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
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(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 } }; }
```

```
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kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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