

Payer Liaison Manager

Job ID
REQ-10079394

6月 09, 2026

Brazil

摘要

As a Payer Liaison Manager, you will play a critical role in driving access and value creation across the healthcare ecosystem.

You will be responsible for building strong, trust-based relationships with key stakeholders within the supplementary health system, influencing decision-making, and removing access barriers to ensure patients benefit from innovative therapies. This role requires strong strategic thinking, stakeholder management, and the ability to navigate complex healthcare systems while delivering measurable business impact.

About the Role

#LI-Remote

Location: Minas Gerais

This role is based in Minas Gerais, Brazil. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Key responsibilities:

- Build and maintain strategic relationships with key stakeholders across private payers, hospital groups, and healthcare influencers
- Map and analyze decision-making processes within the healthcare ecosystem to identify opportunities and barriers
- Develop and communicate strong value propositions aligned with stakeholder needs and healthcare system priorities
- Drive access strategy execution, including mitigation of barriers and advancement of approval processes
- Develop and implement value-based healthcare projects to strengthen partnerships and improve patient access
- Collaborate closely with Access, Medical, and Marketing teams to ensure aligned and integrated strategies
- Monitor market dynamics and stakeholder evolution, adapting strategies to maximize impact
- Influence and engage stakeholders to improve access outcomes, approval rates, and time to access

Essential Requirements:

- Strong knowledge and understanding of the Brazilian private healthcare system
- Proven experience in stakeholder engagement and relationship management
- Strong strategic and systemic thinking capabilities
- Ability to influence decision-makers and navigate complex organizations
- Strong communication skills, including ability to deliver technical and value-based messaging
- Analytical mindset with ability to generate insights and translate them into action
- Experience managing multiple stakeholders and priorities simultaneously
- High level of ownership, adaptability, and ability to operate autonomously

Desirable Requirements:

- Previous experience in Oncology or specialty care
- Experience working with payers, access strategy, or value-based initiatives

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives. We are driven by our commitment to innovation, collaboration, and creating meaningful impact for patients.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of 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

Strategic Planning & BD&L

地点

Brazil

站点

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
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"kalturaplayer6a37f4b63cf5e236336972", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
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(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { 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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =
kPlayer.setup(config); // Add the player to the global array.
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.
kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/pt-BR/NovartisCareers/job/Santo-Amaro/Payer-Liaison-Manager---OncologyREQ-10079394-1>
4. <https://novartis.wd3.myworkdayjobs.com/pt-BR/NovartisCareers/job/Santo-Amaro/Payer-Liaison-Manager---OncologyREQ-10079394-1>