Access Field Head - States

Job ID
REQ-10080297

六月 22, 2026

India

摘要

As Access Field Head - States, will lead the execution of state-level market access strategies and field engagement plans to improve patient access, affordability, and adoption of Novartis therapies across priority state government accounts. You will build strategic partnerships with external stakeholders, shape access opportunities in key states, and work closely with cross-functional teams to deliver sustainable access solutions aligned to business and patient needs.

About the Role

Key Responsibilities:

- **Lead execution of state access strategy** across priority states and public accounts to drive patient access, formulary inclusion, and uptake of Novartis brands.
- **Develop and scale innovative partnership models** with state-level accounts, government bodies, and key stakeholders to strengthen the healthcare ecosystem and enable sustainable

patient access.

- **Drive state-level patient access strategies** by translating national priorities and insights into actionable, high-impact field execution plans.
- **Build and manage stakeholder ecosystems**, including structured stakeholder mapping, prioritization, and engagement plans to establish strong relationships with key influencers, policymakers, healthcare providers, and public sector authorities.
- **Leverage cross-functional insights and market intelligence** to shape access strategies and support data-driven decision-making at state account level.
- **Identify and address access barriers**, while unlocking partnership and funding opportunities to improve affordability, inclusion, continuity of care, and penetration across key state accounts.
- **Collaborate cross-functionally** (Commercial, Medical, Policy, Public Affairs, Compliance Legal) to design and implement compliant, scalable access initiatives.
- **Develop and execute state account plans**, including stakeholder prioritization, engagement cadence, partnership roadmap, and clearly defined access KPIs and outcomes.
- **Lead and develop the access field team**, driving performance, capability building, and engagement through coaching, clear goal setting, and fostering a high-performance, customer-centric culture aligned to Novartis values.

Essential Requirements:

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 10+ Years working experience in pharma sector with previous or existing experience of managing State Government Accounts.
- Previous People management is required
- Candidates with proven track record in state access will be preferred
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: https://www.novartis.com/about/strategy/people-and-culture

You ' ll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. https://www.novartis.com/careers/benefits-rewards

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.
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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

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部门
International

Business Unit
Marketing

地点
India

站点
Mumbai (Head 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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// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }
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Access Field Head - States

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