

External Affairs and Solutions Manager

Job ID
REQ-10015140
Jul 22, 2024
Spain

Summary

We are seeking an External Affairs and Solutions Manager at Novartis. In this role, you will generate the adequate environment within your assigned Therapy Area (TA) for all of our eligible patients to have access to our treatments as soon as possible, developing and expanding the market through the understanding and creation (where necessary) of regional and national health plans with associated patient journey solutions ready to be deployed and, ultimately, improve the patient journey in collaboration with our internal teams and external partners.

About the Role

Key Responsibilities:

- **Lead the partnering and provision of value projects and patient journey solutions within a specific Therapy Area (TA) with our regional and national customers.**
- **Assess and understand the state-of-the-art health plans in their designed TA with national and priority regions scope to understand the level of identified need of said TA by our partners in our critical success regions.**
- **Support the definition and implementation of those national and regional health plans where necessary.**
- **Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.**
- **Understand and develop a catalogue of solutions in the afore mentioned TA in order to provide easy to implement, plug-&-play solutions by our ISP and PCN teams within their accounts that respond to the pain points identified in the patient journey discovery process.**
- **Work closely with priority brands & TA to ensure their strategy plans are supported appropriately from Solutions strategy.**
- **Measure and track the implementation of the designed solutions through**

meaningful KPIs, communicating them regularly to both TA and VAS teams, generating meaningful insights through this data collection effort both for the internal Novartis organization and our external partners.

- Identify proactively key internal and external communications opportunities to present our collected data insights demonstrating an improvement of the patients' pathways at national and or regional levels.
- Manage in partnership with the relevant TA marketing team the assigned budget for the field team of Innovative Solutions Providers (ISP) and Primary Care Navigators (PCN), ensuring accurate execution against proposed solution deployment plans.

Essential Requirements

- **University Degree** University degree (scientific, economics, engineering or business degree)
- **Previous customer marketing, sales, market access experience in pharmaceutical industry or HC consulting experience**
- **Strong stakeholder management**
- **Strong process and project management acumen**
- **Successful practical implementation of innovative solutions enabled by data and digital leading to better healthcare outcomes**
- **Deep experience in agile ways of working**
- **Service mind-set; solution connected to problem, customer experience approach**

Desirable Requirements:

- **Advanced degree in life sciences and/or MBA a plus**

Languages:

- **Local language: fluent written and spoken**
- **English: fluent written and spoken**

Benefits and Rewards:

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

Division

International

Business Unit

Innovative Medicines

Location

Spain

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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3. <https://talentnetwork.novartis.com/network>
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