

# Healthcare Solutions and Partnerships

Job ID  
REQ-10015829  
Jul 15, 2024  
South Africa

## Summary

Lead the development and implementation of an “outside in” disruptive approach to access for our priority compounds to transform the lives of twice as many patients twice as fast. This involves working with other Novartis functions, payers, reimbursement and listings decision makers and influencers and patient representatives, for designated therapeutic areas, to shape the market access environment, customer expectations and Novartis’ approach. Effectively support introduction of new compounds rapidly into the market with a partnership approach. Obtains private and public funders reimbursement / contract to allow for maximum patient access to treatments.

## About the Role

### Major accountabilities:

## Partnerships

- Pilot and scale up innovative and bold mechanisms to deliver wider access in both private and public healthcare sectors.
- Lead the CPO cross functional team to develop an outside in access plan for the selected HCS, including revenue strategic plan. Execute the partnership tactical plan to expand access in a disruptive manner for HCS under scope.
- Liaise with Global and APMA / AAC partners (commercial and access) to ensure cross fertilization of best practices happen in both ways in an agile and effective manner.
- Connect different definitions of innovation, benefit and value for current and emerging stakeholders (payers, HTAs, insurance companies, patients, nurses, pharmacists) to develop innovative value propositions.
- Apply an extended portfolio management perspective to define related V&A strategic priorities

## Healthcare Solutions

- Implement innovative approaches to the integration of clinical, medical, regulatory, and commercial inputs across all stakeholders.
- In partnership with Public Affairs, develop medium to long term policy positions that recognize the value of bio-pharmaceutical innovation and result in sustainable access to transformative therapies. Engage relevant stakeholders to implement access related policy and process improvements.
- Coordinate and empower the relevant internal associates, to redesign patient care programs and reengineer processes to improve patient outcomes, providing field team with the HCP related value and

access content and programs / activities.

- Conduct multi-stakeholder engagement projects to gain high quality, innovative external insights that drive competitive advantage as well as patient benefit and support the shaping of the healthcare landscape toward expanding access to innovative medicines.
- Providing deep insights of the access organizations priorities, key stakeholders, managing relationships and co-creating partnership solutions which enhance and remove barriers for patient access and reimbursement.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Work within any given legal framework, Novartis Ethics, Risk and Compliance policies and ensure those around him/her do the same
- Be a champion for taking calculated risks, failing fast and continuously using learnings to adapt to build for future success.
- Build customer obsessed mindset within cross functional team, so strategies are insightful and acted on with speed and simplicity.
- Lead the team through ambiguity, enabling agile ways of working and team protocols to operate maintaining ambition and persistence despite immediate outcomes are unclear.
- Ability to deal with ambiguity and influence without formal authority.
- Track record in inspiring, curious and unbossed leadership.
- May be assigned to take care of projects from time to time and as needed by the organization.

#### **Minimum Requirements:**

### **Education & Qualifications:**

- University degree: Life sciences / Health Economics / Health Management

### **Advance Education (preferred):**

- Advance Degree in Health (e.g. Master's)

#### **Work Experience:**

At least 5 years in pharma / healthcare environment, ideally in the following areas:

- Commercial (Sales, Marketing or Market Access) – key to the role
- Project management and implementation
- Government and private negotiations
- Exposure to registration process & reimbursement dossier compilation
- Public relations / Government affairs/ Managed Care
- Advanced knowledge of pricing and reimbursement environment within the Cluster
- Conducting evidence generation projects
- Excellent knowledge of managed care, managed care decision-making and the healthcare environment

### **Competencies**

- Strong analytical skills
- Interpersonal relationships
- Negotiation & lobbying

- Dealing with ambiguity
- Oral and written communications
- Out-of-the-box thinking
- Active listening
- Self motivated
- Team player Attention to detail
- Strategic Thinking
- In depth understanding of HCS and / or access related policy.
- Experience of translating business needs into policy positions, negotiation with external stakeholders to find win-win outcomes.

**Languages :**

- English.

**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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Division

International

Business Unit

Innovative Medicines

Location

South Africa

Site

Midrand

Company / Legal Entity

ZA01 (FCRS = ZA001) Novartis SA (Pty) Ltd.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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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