

Public Stakeholder & Strategic Projects Management

Job ID
REQ-10016627
Jul 22, 2024
South Africa

Summary

Takes Overall ownership of the Public Sector Stakeholder engagement and relationship management and manages all key/strategic projects in the Public Sector. Work with key decision makers within public sector and pursue strategic partnerships designed to provide value to the healthcare system, patients and Novartis, across government channels by leveraging on various patient-focused solutions.

About the Role

Major accountabilities:

- Leads all engagements with C-Suite customers (Includes Hospital CEO's, Pharmaceutical Services and HODs) at all strategic hospitals.
- Collaborates cross-functionally to optimize Brand and Novartis corporate strategy.
- Establishes Novartis as the preferred partner of choice within the Public Sector.
- Provides leadership to the Novartis cross-functional team with a customer and patient centric approach that sets Novartis up for short and long-term success in the Public sector.
- Provide market intelligence and updates the Leadership team on the dynamics within the Public sector to support a Fit for purpose strategy.
- Identifies the key decision makers and influencers that will support our public sector strategy.
- Aligns the business for purpose driven partnerships that supports healthcare systems strengthening and business optimization.
- Aligns the business for successful transition to Universal Healthcare by securing opportunities that drive inclusion of innovative medicines on Tender and on the Essential Medicines List (EML).
- Lead strategic projects within the Public Sector that aligns with the NHI pillars of Infrastructure development, skills and capability building and data surveillance aimed at generation of Real World Evidence.
- 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.
- 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.
- May be assigned to take care of projects from time to time and as needed by the organization.
- Drive and ensure compliance aligned to Novartis policies and ethical practices.

Minimum Requirements:

Education and Qualifications:

- University degree: Diplomatic and Public relationship/
- Life sciences / Public Health/ Health Management Preferable Post-graduate degree e.g. Master's, PhD

Work Experience:

- Sales Management experience
- Managed Access
- Product/Portfolio Manager experience
- Project Management
- Communication and Negotiation skills
- Experience at C-Suite level

Skills:

- Experience at C-Suite level
- Strong business acumen
- Strong negotiation and communication skills
- Access fundamentals
- Product knowledge
- Previous Public Sector experience
- Inter-personal skills
- Innovative mindset
- Project Management
- Negotiation skills
- Relationships in Public Sector

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

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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