

# Strategic Account Manager - Wales

Job ID  
REQ-10019141  
Oct 28, 2024  
United Kingdom

## Summary

Join our UK strategic account team as a visionary leader in developing and implementing the portfolio patient access strategy across NHS Wales. You'll drive portfolio business objectives while fostering long-term strategic relationships between Novartis and our strategic accounts, all with a strong Enterprise leadership mindset.

## About the Role

### Location

This is a field based role covering the whole of Wales. Candidates need to live on or near the territory

#LI Remote

### Major accountabilities:

- Spearhead portfolio growth across priority brands, while also identifying and capitalising on new business opportunities.
- Provide advanced business leadership for strategic accounts, going beyond national guidance to secure additional investments with clear, strategic business plans.
- Translate system knowledge into actionable portfolio opportunities and risks, with comprehensive mitigation plans for strategic accounts.
- Cultivate and maintain strong executive relationships through strategic influence, supporting system investment and aligning focus on Novartis therapy areas.
- Make high-impact decisions related to patient access strategy at a national and local level.
- Leverage insights from cross-functional teams and market research to develop and implement high-quality patient access strategic and operational plans.
- Foster strong collaborative leadership with local commercial, medical, and head office teams.

### Commitment to Diversity & Inclusion:

*We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

### Requirements:

- Experienced market access professional with deep knowledge of NHS Wales healthcare economy.
- Strategic experience across multiple therapy areas.
- Proven ability to develop trust-based relationships with key national and regional stakeholders.

- In-depth knowledge of reimbursement processes and commercial principles.
- Thought leader-level insights into NHS Wales systems and wider organisations
- Skilled in managing senior executive system stakeholder relationships in strategic accounts.
- Collaborative leadership and influencing skills, with a mindset of collective accountability.
- Significant enterprise leadership ability and mindset.

## 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:

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

## Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

**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>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Market Access

Job Type

Full time  
Employment Type  
Regular  
Shift Work  
No  
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