

Strategic Access Sr Manager

Job ID
REQ-10033839
Jan 03, 2025
Mexico

Summary

Location: Mexico City

About the role:

We are seeking a Strategic Access Senior Manager who will be responsible for identifying key stakeholders and establishing relationships with key customers, influencers and decision makers to facilitate broader and deeper access for Novartis products and to increase successful patient outcomes, by optimally using available resources, personally influencing the local political environment and building a strong talent pipeline.

About the Role

Key responsibilities:

- Communicates clear business vision and strategy (based on global vision/strategy) and ensures that these are reflected in a focused, lean, and responsive organization.
- Accountable for shaping market-relevant assets to become Standard of Care.
- Accountable for maintaining the integrity, consistency, and evolution of each brand across the lifecycle.
- Represents the country organization at the regional and/or global forums as well as cross-divisional forums and build strong partnerships among peers in other units, ensuring strategic and operational alignment across Novartis.
- Acts as public face of the country organization, ensuring legal and ethical conduct, corporate compliance, and adherence to company guidelines and procedures.
- Fosters an excellence-oriented and customer-focused culture, innovation, and building best-in-class teams that fully exploit all market opportunities, and internal systems, programs, and tools.
- Drives talent acquisition, succession planning and development of associates within the organization.
- Fosters an unbossed, inspired & culture; leads by example while being self-aware and creating a culture of feedback.

Essential requirements:

- Bachelor's degree
- Proven experience in similar roles working with access strategies for disruptive therapies such as rare diseases, biotechnology or high-cost drugs
- Demonstrated senior team leadership and business acumen
- Success track of development and execution of strategic access projects
- Evidence of leading strategic initiatives through cross organizational collaboration
- English proficiency (written and oral presentation proficiency)
- Availability to do up to 40% of field work

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>

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.

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

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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