

Strategic Access & Partnership Lead

Job ID
REQ-10044177
Mar 12, 2025
New Zealand

Summary

Are you experienced in implementing strategic access plans? Are you skilled in data analysis and insight generation? We are looking for someone like you to join our team at Novartis, New Zealand, as a Strategic Access & Partnership Lead.

At Novartis, our mission is to discover new ways to improve and extend people's lives. We use science-based innovation to address some of the society's most challenging healthcare issues.

The successful candidate will lead the implementation of a sustainable Access strategy at a national level, utilising private alternatives. They will work closely with our partners to deliver commercial offerings to patients.

About the Role

- Identify, map, engage, lead the eco-system partners to deliver a clear and compelling vision and strategy that sustainably solve for needs and difficulties.
- Collaborate closely with the key internal partners in the affiliate to exchange insights, analyse and develop strategies that accelerate patient access. You will also be executing key account management activities like doing the rebate calculation.
- Provide feedback and advice on relevant policy, government, and reimbursement issues that advise ongoing strategic planning as well as building capabilities in the team to increase capabilities in healthcare eco-system mapping and planning.
- Be able to see broader trends and patterns in healthcare systems, engaging with relevant external partners (policy makers, regulators and healthcare professionals) to implement policy and process improvements
- Maintain relationships with customers externally who have partnered with Novartis on key initiatives to improve patient access
- Form strategic partnerships that are based on shared value as well as to develop medium to long-term policy positions that recognise the value of the biopharmaceutical innovation and result in sustainable access
- Communicate Novartis' innovative solutions (eg. Pipeline, diagnostic, solutions beyond medicine) that meets the needs of external partners according to Medicines New Zealand Code of Conduct
- Address scientific needs of external multidisciplinary partners with a tailored approach as well as to develop and communicate medium to long-term policy positions that recognise the value of the biopharmaceutical innovation and result in sustainable access.

What you'll bring to the role:

- Scientific, economic, or business degree; and an advanced degree is advantageous.
- Strong scientific and health competence.
- An understanding of the health and patient access environment; including a knowledge of the political and health policy arena.
- Experience in reducing health disparities and inequities in populations.
- Good interpersonal influencing and negotiation skills.
- Experience of translating business needs into strategies and solutions that find mutually beneficial outcomes.
- Track record in inspiring, curious and unbossed leadership.
- In depth knowledge of the Medicines New Zealand Code of Practice, and healthcare policies and procedures.

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

New Zealand

Site

New Zealand

Company / Legal Entity

NZ01 (FCRS = NZ001) New Zealand Limited

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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