

# Public Sector Lead

Job ID  
REQ-10015800  
Jul 23, 2024  
Sudáfrica

## Resumen

Responsible for tender optimization. Collaborate and facilitate access to Novartis brands within public sector through buy-outs, coding (hospital and provincial) and tenders. Manage all key depots and hospital stakeholders. Track and report on public sector sales. Support the strategy facilitating public sector appointments, education and skills development and customer value creation. Report back to the business on public sector key insights, build relationships with key decision makers within the supply channel in public sector, and support the customer journey and engagement manager with stock in trade, forecasting and spot landing expectations.

## About the Role

### Major accountabilities:

- Management and engagement with all key stakeholders involved in access-related touchpoints in public sector value chain (HCP and non-HCP) including Depots.
- Drive availability of Novartis products through national tender, provincial / institutional coding and buy-outs, by identifying opportunities and understanding burden of disease at individual hospital level.
- Responsible for tender negotiations including pricing and tender management and tracking where necessary.
- Implements customer benefit/value-based programs.
- Responsible for private hospital tender management and formulary listings aligned with Novartis priorities.

### Health Care System

- Have a clear understanding of South African health care system, the financial drivers and characteristics of hospitals and the trends.
- Translate these trends to clear opportunities and risks within our Novartis product portfolio and how these relate to the hospital-health care providers (HCP) setting
- Identify partnership opportunities with Department of Health for education + awareness
- Understand the public sector patient journey with medical and advise x-functional team on touchpoints where solutions can be provided
- Identify business development opportunities

### Hospital / Institutional Customers

- Demonstrates clear ownership of the public sector tender optimization by pro-actively partnering with hospitals/ decision making units (DMU's), pharmacy & therapeutics committees (PTCs) to identify their

- (upcoming) challenges and exploring potential solutions which match with our Novartis product portfolio
- Establishes and nurtures medium and long term partnership relationships with key decision makers (i.e. PTCs, (head of) the hospital pharmacy, financial directors, board of directors, hospital sales teams etc within the DMU's), with the aim of optimizing current tenders and buy-outs, and identifying potential opportunities for provincial or national listing for our Novartis product portfolio
  - Through trusted partnerships you know all the concerns involving the PTCs (meeting days, players, influencers and decision makers) and are aware of upcoming changes that may impact our business for assigned products per Novartis SA pricing grid, implements Budget Impact Models and Product Value Tools, as provided by Pricing & MA managers and/or Brand Team.

### **Internally**

- Cross-functional Team Collaboration
- Weekly tracking and reporting on public sector sales of tender products and buy-outs
- Close collaboration and alignment with the broad Value & Access Team to determine the proper value proposition to be used for each DMU and relevant disease area.
- Communicates (and tracks in CRM) financial implications of access situation for assigned products to all relevant Novartis stakeholders including CEC's, CEM's, Medical Scientific Liaisons and Value & Access Team.
- Adherence to all legal and compliance rules according to the Novartis guidelines

### **Minimum Requirements:**

#### **Education & Qualifications:**

- College or University Diploma in Sales, Marketing, Business Administration or related

#### **Work Experience:**

- 2+ years' experience in public sector sales
- Demonstrable ability to build relationships
- Market and customer intelligence.
- Proficient in tools and systems related to Hospitals.
- Working experience within the pharmaceutical industry.
- Experience above 3years medicinal products for human use.
- Patient/client driven with excellent communication skills.

#### **Skills:**

- Strong track record of achieving sales vs target
- Clear understanding and ability to navigate complex public sector systems with speed and efficiency
- Business Acumen
- Analytical and reporting skills
- Communication and Negotiation skills
- Project Management
- Leadership
- Professionalism and strong inter-personal skills
- Strategic and Innovative mindset

#### **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?  
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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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