

# HealthTech Solutions Manager

Job ID  
REQ-10024958  
Ene 29, 2025  
Grecia

## Resumen

The Health Tech Solution Manager plays a key role as an internal strategy consultant, innovator and scout for customer-centric digital solutions. This role ensures that our business model is expanded and/or supplemented with digital services. The Health Tech Solution Manager leads patient journey assessment process and develops innovative solutions around the pill solutions to accelerate patient's journey and address specific pain points per Therapeutic area.

## About the Role

### Major accountabilities:

- Leading patient journey process and structure across TAs and create an overview of solutions that fit for purpose.
- Development of business model innovations based on current problems in the different business areas
- Support customers and internal stakeholders to identify the best solutions to solve the specific challenge/pain point. Master tools and capabilities to map patients' journey, identify pain points and connect to solutions.
- Accelerate 'Repeat and Improve' quality of local customer initiatives, reassemble and re-apply with internal and external capabilities.
- Develop KPIs set and monitoring/tracking tools. Analyze results to propose solutions for broader implementation and scaling feasibility.
- Engage multiple external stakeholders towards partnerships to enhance patient journey and create alliances.
- Strongly interact and collaborate with multiple stakeholders; internally (Therapeutic areas, digital, legal, compliance, procurement and more) and externally (Healthcare Professionals, private/public hospitals, vendors, institutions) providing insights from healthcare ecosystem.
- Facilitate and drive cross functional meeting and engage all necessary resources to meet mutual objectives.
- Scouting of startups in the field of Digital Health & Healthcare Solutions or internally across regions (SERCE, WEC).
- Transfer of digital trends and insights to the entire company - also on a global level

### Job requirements:

- 3-5 years of experience in developing and implementing strategy and solutions that address key customer needs and creates a distinctive customer experience.
- University degree (scientific, economic and business degree).
- Advance Degree in Life science, Health Economics and/or MBA a plus.

- Previous marketing, sales, market access experience
- Strong local knowledge on healthcare systems
- Local language and fluent in English

**Competency Profile:**

- Strong business acumen
- Strong collaboration, analytical thinking and Strong stakeholders' management
- Flexible, passionate and a team player.
- Curious and innovative
- Courage to challenge status quo and take smart risks
- Ability to deal with ambiguity and flexibility to adapt to changing conditions
- Communication / Negotiation / influencing skills
- Project Management excellence
- Ability to navigate through matrix team environments to drive business decisions. Excellent planning and strategy development while executing against tight timelines
- Resilient – continuous learning mindset

**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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División

International

Business Unit

Innovative Medicines

Ubicación

Grecia

Sitio

Metamorfosis

Company / Legal Entity

GR11 (FCRS = GR001) Novartis Hellas

Functional Area

Márketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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representative of the patients and communities we serve.

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