

# Market Access Lead/Senior Lead

Job ID  
REQ-10030364  
Dic 15, 2024  
Japón

## Resumen

/ NPKK

## About the Role

Major Accountabilities

HCP Payer Policy maker

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- / / :
- : **HTA/**
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- 
- **team input**  
**HEOR/Medical**

- **NPKK**

- **Value and Access**

**Background (State the required education, experience level, and competency profile)**

**Education:**

- **University level (bachelors) degree or higher in Business, Science, or other related fields**

**Languages:**

- **Japanese: Fluent**
- **English: Business level**

**Experience/Professional requirement/**

**competency:**

- **Analysis skill on decision making lever of HCS system stakeholders' role responsibilities, incentives, and governance**
- **At least 5 years of experience in at least one of the following roles: New Product Planning, Marketing, Medical, Public affair, Market access, Pricing or other related roles in the healthcare industry**
- **Strong skills of problem-solving, strategy planning, and execution**
- **Goal oriented self-starter with out-of-box thinking & entrepreneurial spirit**
- **Willing to act decisively in an uncertain environment and mature**

**under pressure**

- **Ability to influence across business units and senior management levels to drive change and achieve results**
- **Prior experience and success in developing relationships and partnering with HCS stakeholders and key influencers**
- **A strong track record in developing new commercial models in healthcare and approaches towards accelerating patient/customer adoption and up-take**
- **Inspirational leadership with high level of self-awareness and curiosity with focus on empowering others, people development and collaboration in a matrix**
- **Able to establish credibility and influence across a range of diverse stakeholders in a matrix organization to drive change**
- **Able to challenge status quo, see opportunities for disruption and bring innovative approaches to maximize commercial model potential; out of the box thinker**
- **Able to learn quickly and adapt in a complex environment, apply learning and remain resilient; know how to navigate the matrix to drive change**

**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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División  
International  
Business Unit

Innovative Medicines  
Ubicación  
Japón  
Sitio  
Toranomom (NPKK Head Office)  
Company / Legal Entity  
JP05 (FCRS = JP005) Novartis Pharma K.K.  
Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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[r.japan@novartis.com](mailto:r.japan@novartis.com)

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