

# Territory Account Manager

Job ID  
REQ-10008671  
Mag 27, 2024  
Fed. Russa

## Sommario

-Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level. Collects and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

## About the Role

Location: Samara/Volgograd

Currently we are looking for an experienced candidate for Territory Account Manager role to join to Novartis in Samara.

## Your responsibilities include but not limited to:

- Assess regional market potential, map and evaluate federal stakeholders corresponding with the Novartis Pharmaceuticals product portfolio and identify key decision makers
- Develop relationships with relevant decision makers (government officials, and healthcare authorities/regional KOLs etc)
- Prepare together with Medical and Marketing departments all necessary documents for applying for Reimbursement lists, Standards of Treatment, Treatment guidelines.
- Ensure Regional reimbursement in collaboration with BU
- Participate in relevant conferences and workshops, industry organizations' working groups and other platforms to shape reimbursement environment and oncology policy in the region
- Build Market Access capabilities of the regions
- Arrange educational programs for specialists and healthcare authorities in the regions.

## You would be a good match for this role, if you have:

- Not less than 2 year experience in Market Access Specialty function within a well-known foreign innovative pharmaceutical company
- Higher pharmaceutical or medical education
- Professional working experience in reimbursement/governmental affairs area in a multinational innovative pharmaceutical company.
- Strong communicative and analytical skills

## What we offer for you:

Competitive salary

Annual bonus  
Health insurance  
31 days annual leave  
Flexible working arrangements  
Employee recognition scheme.

**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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Divisione  
International  
Business Unit  
Innovative Medicines  
Posizione  
Fed. Russa  
Sito  
Samara  
Company / Legal Entity  
RU07 (FCRS = RU007) Novartis Pharma LLC  
Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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