

# Head, Private Payers

Job ID  
REQ-10009920  
Giu 03, 2024  
Canada

## Sommario

Location: Canada, #LI-Remote Please note that this is a field-based position. Ability to travel depending on private payor customer preferences. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. About the role: Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly. 20 million Canadians – that's how many individuals the Private Payor Head will support. As part of the Value & Access, new product planning team, you will be responsible for providing technical expertise regarding the private payors landscape, strategic insights from major stakeholders, and driving access initiatives with private payors for Novartis. This role will work directly with the Value & Access, New Product Planning team and reports to the National Field Director, Patient Access and Healthcare System Partnerships

## About the Role

### Your responsibilities include, but are not limited to:

- Owns the overall reimbursement and pricing strategy for Private Payors to optimize access and reimbursement for Novartis' product portfolio in Canada
- Performance manages the Value & Access Private Payor team through key performance indicators to deliver on the reimbursement and pricing strategy for Private Payors
- Lead key account management strategies to build strong stakeholder relationships with private payor stakeholders (insurers, carriers, advisors, pharmacy benefits managers, etc.)
- Contribute with Value Access & Public Affairs teams towards the Novartis policy agenda and create an optimal policy environment for relevant topics/product areas.
- Collaborate with the local Value Access, Medical, Commercial, Patient Support Program, Pricing and Therapeutic Area teams to ensure that private payor reimbursement and pricing strategies align and support Novartis' enterprise goals.
- Co-manages drug evaluation process from submission to funding decision for all private payors in collaboration with the Health Economics & Outcomes Research team. Builds productive relationships with key colleagues in other Novartis functions and affiliates as required (US, LaCan and EU)

### What you'll bring to the role:

- University degree in business, economics or life sciences with 10-15 + years industry experience working directly with insurers, carriers, advisors and/or pharmacy benefits managers

- In-depth understanding of private payor business models, drivers and operations
- Knowledge of the Canadian Pharma Pricing & Reimbursement environment
- You are a proven performer! You have demonstrated key account management experience and a customer-centric focus towards stakeholders
- Expert negotiator with a track record of managing negotiations and contracts that deliver positive outcomes
- Experience translating 'business' needs into policy positions, and identifying business opportunities from customer insights - Solid business acumen, strong analytical skills and an operations mindset
- Curious thinker that seeks to understand opportunities and has a passion and perseverance to deliver results
- Effective presentation, written and verbal communication skills
- Bilingual English and French is an asset.

**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

Canada

Sito

Field Non-Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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