

# Market Access Lead/Senior Lead

Job ID  
REQ-10030364  
Dic 15, 2024  
Giappone

## Sommario

/ NPKK

## About the Role

Major Accountabilities

HCP Payer Policy maker

- :
- :
- / / :
- : **HTA/**
- 
- 
- 
- **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?

<https://www.novartis.com/about/strategy/people-and-culture>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Divisione  
International  
Business Unit

Innovative Medicines  
Posizione  
Giappone  
Sito  
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  
[Apply to Job](#)

[midcareer-](#)

[r.japan@novartis.com](mailto:r.japan@novartis.com)

Job ID  
REQ-10030364

## **Market Access Lead/Senior Lead**

[Apply to Job](#)

---

**Source URL:** <https://www.adacap.com/careers/career-search/job/details/req-10030364-market-access-leadsenior-lead-ja-jp>

### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis\\_Careers/job/Toranomom-NPKK-Head-Office/Market-Access-Lead-Senior-Lead\\_REQ-10030364](https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis_Careers/job/Toranomom-NPKK-Head-Office/Market-Access-Lead-Senior-Lead_REQ-10030364)
5. <mailto:midcareer-r.japan@novartis.com>
6. [https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis\\_Careers/job/Toranomom-NPKK-Head-Office/Market-Access-Lead-Senior-Lead\\_REQ-10030364](https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis_Careers/job/Toranomom-NPKK-Head-Office/Market-Access-Lead-Senior-Lead_REQ-10030364)