

Strategic Partnership lead

Job ID
REQ-10033752
Gen 13, 2025
Svezia

Sommario

Location: Sweden, Hybrid (role is office-based however includes multiple field/travels in country)

The Strategic Partnership Lead (SPL) is responsible for collecting insights, developing ideas, creating concrete solutions and implementing initiatives related to partnership programs at high impact on the country/regional level or focused on core accounts, according to the priority areas of focus for Novartis. SPL is also crucial to propose new business models for our innovative portfolio in order to match Novartis aspiration to be a partner with health care to improve holistic patient care.

Collaborates with internal and external stakeholders with the aim to support therapy areas strategies to accelerate patient's journey and contribute to country HealthCare System objectives, while exploring innovative models to reach "twice as fast, twice as many patients" ambition. Works to identify the needs of National HCS, Regional entities and Top Accounts for our key Therapeutic areas, then develops concrete proposal to support these needs and implement them.

The SPL is mostly an office-based role with a strong external focus, conducting field activities to collect ideas, test and implement solutions in national framework, regional settings or specific accounts. The ultimate goal is to accelerate time to patient access of innovations, while highlighting the Novartis leadership in our key areas by establishing long term partnership commitments with relevant HCS stakeholders. Responsible for building this role and expertise in Sweden, according to the country priorities and working in close collaboration with the full Country Management team.

The position reports to the Value & Access Director Sweden.

About the Role

Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Identifying core opportunities of broad partnership with Nation/Regions/Top accounts. Inventing and developing New Commercial Models for our key drugs/Therapeutic areas in close external collaboration with different stakeholders.
- Creating bold and nation-wide initiatives to address healthcare system needs and implement new commercial models to meet the identified need.
- Supporting 3rd Party selection and helping to achieve speed and scale with solutions to implement. Driving partnership screening and prioritization around-and-beyond-the-pill.
- Project managing the implementation of the developed initiatives, coordinating the work of

Commercial, Medical, Access team and aligning external 3rd Party support.

- Ensuring buy-in and support from our stakeholders to appreciate and support the identified solution in their entities, managing the discussion with high level customers.
- Building strong and effective customer relations to secure Novartis ambition to stay as the leading company and partner to HC. Developing Key Performance Indicators and monitoring/tracking tools. Analyzing KPIs and outcomes to propose solutions for broader implementation.
- Strongly interacting with multiple stakeholders; internally (Commercial team, medical, market access, digital, legal and compliance, procurement) and externally (HCPs, PAGs, HCS stakeholders, other companies, vendors).
- Act in compliance with applicable policies, procedures, and other regulations. Report technical complaints /adverse events /special case scenarios related to Novartis products within 24 hours of receipt.

Essential Requirements:

- Education: Life Sciences degree.
- Min. 3-5 years of experience in healthcare partnerships and access from Pharma or healthcare/HealthTech.
- Experience in developing and implementing strategy and solutions that address key customer needs and creates a distinctive customer experience.
- Experience building external networks.
- Proficient Swedish and English, both written and spoken.
- Strong understanding of the healthcare system in Sweden.
- Collaborative.
- Great communication skills.

Desirable Requirements:

- Experience with developing new healthcare solution modules.

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

Svezia

Sito

Kista

Company / Legal Entity

SE06 (FCRS = SE006) Novartis Sverige AB

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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