

Territory Account Manager

Job ID
REQ-10008671
May 27, 2024
Russian Fed.

Summary

-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>

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>

Division
International
Business Unit
Innovative Medicines
Location
Russian Fed.
Site
Samara
Company / Legal Entity
RU07 (FCRS = RU007) Novartis Pharma LLC
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No
[Apply to Job](#)
Job ID
REQ-10008671

Territory Account Manager

[Apply to Job](#)

Source URL: <https://prod1.id.novartis.com/id-en/careers/career-search/job/details/req-10008671-territory-account-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. https://novartis.talentsys.ru/gateway.html?recTitle=Territory%20Account%20Manager&requisition=REQ-10008671&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Samara/Territory-Account-Manager_REQ-10008671

4. https://novartis.talentsys.ru/gateway.html?recTitle=Territory%20Account%20Manager&requisition=REQ-10008671&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Samara/Territory-Account-Manager_REQ-10008671