

# Regional Access Manager

Job ID  
REQ-10010038  
Jun 28, 2024  
United Kingdom

## Summary

This field based Regional Access Manager covers the South West region and manages the priority brand patient access across multiple account levels. Accountable for creating regional access plan to facilitate and achieve optimal patient brand access. Builds relationships with key influencers and decision-makers at regional level that drives priority brands commercial goals now and in future. The role does not include any direct line management and works across all Therapy areas and at all stages of the pipeline.

## About the Role

The closing date for this role is 21st June 2024.

### Location:

This field based role covers the South West region including Bristol, North Somerset & South Gloucestershire, Dorset, Gloucestershire & Somerset, Devon, Cornwall & the Isles of Scilly, Bath, Swindon & Wiltshire.

Candidates would ideally live in/close to the region described above. Novartis is unable to offer relocation or visa support for this role: please only apply if you live in this location and you have the right to work in the UK.

*#LI Remote*

### Major accountabilities:

- Accountability for building and delivering the Regional Access plan to drive prioritised brand growth
- Build system levers around priority brands to embed preferentially in pathways
- Identifies & develops solutions to support removing barriers to optimal access conditions for priority brands
- System & service shaping in line with priority brand & future launch needs.
- Inform pipeline plans to ensure launch excellence & healthcare system readiness.
- Delivers the key access milestones (Market shaping, local access and maximisation)
- Develops clear annual Regional access plans and ongoing KPI management to deliver priority brand objectives

### Commitment to Diversity:

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

### **Minimum Requirements:**

- Significant experience in a pure Market Access role or with Market Access being a significant and successful part of the role
- Deep NHS insights and system pathway understanding
- Energised to remove barriers to medicines
- Existing stakeholder relationships across SW regional accounts would be highly desirable
- Advanced ability to navigate ambiguity and complex prioritisation to deliver priority brand & portfolio needs
- Advanced collaborative leadership and influencing working across cross-functional teams with a collectively accountable mindset
- Proven success in partnership working with NHS
- Strong commercial acumen

### **Why Novartis?**

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

### **You'll receive:**

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

### **Join our Novartis Network:**

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

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

**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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Division

International

Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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