

# Strategic Healthcare Solutions Manager

Job ID  
REQ-10011496  
Jun 23, 2024  
Vietnam

## Summary

Job Description Summary Location: Ho Chi Minh, Vietnam #LI Hybrid Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. About the Role: Design and implement scalable Healthcare solutions that deliver long-term, sustainable outcomes to the hospitals and the patients. This role reports directly into the BE&E Head.

## About the Role

### Design and implementation of innovative solutions, partnership programs

- Co-creating solutions, partnership programs with hospitals, early engaging in compliance, legal and franchise in solution creation.
- Designing and leading innovative and scalable solutions, partnership programs to address pain points of hospital management or end to end patient journey delivering Triple Win for Hospital – Novartis - Patient
- Leveraging resources efficiently to deploy solutions, partnership programs and defining tracking performance KPI of solutions. Frequent KPI assessment and learning reflection for continuous improvement
- Building strong relationships with top strategic hospital key decision makers, hospital leadership. Being the focal contact point represented for Novartis with these strategic hospitals.

### Strengthen healthcare capabilities eg. educational activities...(CME, training...) to relevant customers

- Lead the design of educational programs to strengthen healthcare capabilities
- Scaling – up of solution, partnership program to lower Tier hospitals as business need; conducting training activities...

### Co-ordinate relationship between the hospital and Novartis

- Understanding Novartis priorities at the country level, franchise objectives and priorities including present portfolio and future pipeline; Understanding Novartis internal framework e.g. compliance, legal, capability and resources.
- Navigating complex internal and external stakeholder environments to create potential partnership opportunities with added value to hospital – Novartis - patient

## Essential Requirements:

- Graduated from University of Pharmacy or Medicine. MBA or Master of Business is a plus.
- Senior commercial experience in healthcare industry (> = 3 years in role of senior manager) e.g.

marketing manager, healthcare solution manager

- Creation and implementation lead of innovative healthcare solution and strategic partnership program
- Track record of excellent customer engagement, navigating and influencing senior key decision maker and hospital leaders
- Good English communication

**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:** You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

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

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear 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

Vietnam

Site

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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