

# Innovative Access Partnerships and Engagement Manager

Job ID  
REQ-10020659  
Sep 03, 2024  
Turkey

## Summary

The Innovative Access Partnerships and Engagement Manager will be a pivotal player in driving co-creation initiatives and establishing new collaborations across various sub-healthcare ecosystems, including private insurers, pension funds, private hospitals, health tech startups, and fintechs. This role, reporting to the Innovative Access Unit Manager within the Value and Access department, demands a blend of strategic insight, key account management experience, and the ability to foster and execute innovative projects and approaches from ideation through implementation. The primary focus will be on engaging with stakeholders, creating and maintaining impactful partnerships, and ensuring that Novartis remains at the forefront of healthcare innovation.

## About the Role

### Key Responsibilities

#### Strategic Partnership Development and Co-Creation

- Establish and maintain strategic partnerships with private and alternative payer organizations, private hospitals, and other stakeholders to co-create innovative healthcare access solutions.
- Act as the primary point of contact for customer-facing interactions within the private ecosystem, ensuring seamless communication and collaboration.
- Drive co-creation efforts from ideation to execution, working closely with cross-functional teams to develop transformative projects that enhance patient care and operational efficiency.
- Identify and establish new collaborations across various sub healthcare ecosystems, including private insurers, pension funds, health tech startups, and fintech's.

#### Value Messaging and Cross-Functional Collaboration

- Prioritize and articulate the value propositions of Novartis products to relevant stakeholders.
- Collaborate with cross-functional teams, including marketing, sales, medical, and access, to align strategies and ensure consistent messaging.
- Present complex concepts and solutions in a clear, engaging manner to diverse audiences, fostering a culture of teamwork and effective communication.

#### Market and Trend Analysis

- Continuously monitor and analyze industry trends, emerging technologies, and market dynamics to identify opportunities for innovation.

- Evaluate and integrate cutting-edge solutions and methodologies to enhance the organization's capabilities and market position

### **Project Management and Execution**

- Lead and oversee the development and implementation of key projects, ensuring alignment with strategic goals and timely delivery.
- Develop detailed project plans, define scope and deliverables, and assign responsibilities to cross-functional teams.
- Ensure projects are executed within budget and meet established timelines, driving business growth and performance.

### **Stakeholder Engagement and Advocacy**

- Manage external affairs and advocacy efforts by engaging with key stakeholders, including industry trade associations, patient organizations, professional associations, and relevant organizations within the private healthcare ecosystem.
- Foster strong relationships with key opinion leaders and other influential figures to drive the external engagement agenda.
- Work closely with Public Affairs and Policy teams to understand and influence changes and priorities within the access ecosystem.
- Act as the primary point of contact within this ecosystem, ensuring effective communication and collaboration.

### **Patient Journey Optimization**

- Understand the patient journey from an access perspective and identify areas for improvement.
- Proactively develop projects to address these needs, working closely with stakeholders to enhance patient care.
- Work on affordability programs to ensure patients have better health outcomes.
- Work on patient support programs that provide additional assistance and resources to patients and their families.

### **Proactive Project Development**

- Proactively identify needs and opportunities within the healthcare landscape.
- Develop and propose innovative projects to meet these needs and drive business growth.

### **Compliance and Ethical Standards**

- Stay informed about relevant healthcare regulations, data privacy laws, and compliance requirements.
- Ensure all projects adhere to legal and ethical standards, maintaining the highest level of integrity and compliance.

### **Qualifications**

- Bachelor's degree in life sciences is preferable.
- Minimum of 6 years of experience as a Key Account Manager and/or in a similar customer-facing role, preferably in the market access area focused on private ecosystem.
- Proven track record in key account management and driving business impact through strategic partnerships.
- Fluent in English

- Strong negotiation and organizational skills.
- In-depth understanding of healthcare industry trends, challenges, and regulatory requirements.
- Strong business acumen and the ability to work effectively in cross-functional teams.
- Demonstrated ability to understand and manage priorities.
- Demonstrated ability to think creatively and develop innovative solutions.
- Understanding of the access ecosystem and the ability to comprehend and influence its priorities and changes.

**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

Turkey

Site

İstanbul Kavacık

Company / Legal Entity

TR01 (FCRS = TR001) Novartis Sağlık, Gıda ve Tarım Ürünleri San. Ve Tic. A.Ş.

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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