

# Head of Strategic Access and Partnerships

Job ID  
REQ-10027760  
Nov 04, 2024  
India

## Summary

As Head of Strategic Access and Partnerships, you will support the development and implementation of innovative and winning pricing and market access strategies and tactics at different stages of the product lifecycle. You will also facilitate and achieve optimal Patient Access, affordability, reimbursement and adoption and be responsible for maximizing Novartis Products. creating profitable and long-term business relationship across Disease Areas in Key States and other key accounts.

## About the Role

Your responsibilities include, but not limited to:

- **Accountable to drive customer centricity & deliver triple-wins through role-modelling customer-in, innovation & disruptive thinking aligned with our customers' needs and priorities. Support and implement winning and innovative access strategies and solutions, to serve early-stage assets or maximize assets at launch.**
- **Display agility and growth mindset across the changing healthcare ecosystem and develop innovative partnership models to strengthen healthcare eco-system with all our top accounts at state level and GKAs for a sustainable patient access.**
- **Build and implement a sustainable stakeholder management plan (incl. mapping, coverage, activities etc.) to establish strong relationships with key focus accounts in public segment.**
- **Lead the development and implementation of the patient access strategy at (large) state and GKA level. Facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers. Establish and maintain a strong professional network with the relevant Government authorities, Healthcare providers, Health Economic organizations and other decision making representatives to anticipate and influence legislative trends.**
- **Drive decisions related to patient access strategy at a state (Account) level. Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans.**
- **Work in collaboration with cross functions teams to enhance penetration in Key State Govt. Accounts**

Key performance indicators:

- **Reimbursement/listing status, price versus targets, time to reimbursement/access -Revenue, market availability/access -Management of relevant local systems and processes to secure optimal patient access**

Minimum Requirements:

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 12+ Years working experience in pharma sector with previous or existing experience of managing State Government Key Accounts.
- Previous People management is required
- Candidates with proven track record in state access will be preferred
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

#### **Skills:**

- Agility.
- Access And Reimbursement Strategy.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

#### **Languages:**

- English

**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

India

Site

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

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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