

# Key Account Manager

Job ID  
REQ-10031720  
Dec 16, 2024  
Guatemala

## Summary

Location: Guatemala City

About the role:

The Key Account Manager (KAM) will lead the implementation of a sustainable Patient Access strategy in Guatemala. This person will be responsible for collecting and analyzing data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

## About the Role

### Key Responsibilities

- Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.
- Provide analytical rationale for Business Cases.
- Maintain and update all relevant P&R tools and systems.
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactful business recommendations.
- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.
- Lead the local input to both global and local Pricing.
- Adapt Global Healthcare Economics models to accurately reflect local environments.

## Essential requirements

- University degree
- Proven experience in similar roles within the pharmaceutical industry leading high specialty business
- Solid understanding of public and private market
- Ability to deal with regional distributors
- English proficiency
- Cross-functional collaboration
- Strategic mindset, strong innovation, business acumen and negotiation skills
- Availability to travel up to 20% to El Salvador, Honduras and Nicaragua

## Benefits and rewards

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### **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.

**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?

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Division

International

Business Unit

Innovative Medicines

Location

Guatemala

Site

Guatemala

Company / Legal Entity

GT04 (FCRS = GT004) Novartis Farmacéutica S.A

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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