

Strategic Access Manager

Job ID
REQ-10045649
Jul 01, 2025
Spain

Summary

As a Strategic Access Manager in Novartis, you will lead the Access Strategy for ensuring the earliest access and best positioning through the Life Cycle Management for our products creating value for patients, healthcare system, and Novartis.

Are you ready to take your career to the next level? Join the team and be at the forefront of shaping the future our Access Strategy!

About the Role

Location: Barcelona or Madrid #LI-Hybrid

Key Responsibilities:

- Lead the access strategy at national level, working closely to HEOR and pricing.
- Collect, understand and integrate external and internal customer's needs and the competitive environment, transforming them into recommendations with impact for the business.
- Part of the brand team for ensuring brand-access strategy alignment. Therapeutic Area Head as key stakeholder.
- Provide/collect relevant input to/from Global/RE, while ensuring International and RE strategies adaptation for the Spanish system.
- Define the needs, milestones and responsibility in the preparation of the launches from the time they are in the TA to complete the listing (including tracking)
- Lead the field team (VRAM -Value Regional Access Manager- and KAM -Key Account Manager) in implementing strategy-aligned tactics that ensure adequate access and positioning at both the regional and hospital levels. Provide them with resources that demonstrate the value of our drugs and ensure the best access and positioning throughout the life cycle.
- Build strong network with key access stakeholders for ensuring best positioning for Novartis products while facilitating innovation.

Essential Requirements:

- Bachelor's or advanced degree in relevant areas is required.
- At least 5 years' experience in working in the pharmaceutical industry, coming from roles in both Market Access (strategic and/or field role) and Marketing/Medical.
- Previous successful experience in management of teams or projects.
- Knowledge of the Spanish healthcare, access processes (price & reimbursement, value dossier) & Pharmacoeconomics (optional)

- Fluency in both Spanish and English languages.

Benefits and Rewards:

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity and Inclusion / EEO:

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? <https://www.novartis.com/about/strategy/people-and-culture>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Spain

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

Madrid Delegación, Spain

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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