

# Access Business Partner

Job ID  
REQ-10044133  
Mar 25, 2025  
Argentina

## Summary

~Lidera la implementación de una estrategia sostenible de Acceso al Paciente a nivel local (CPO). Recopila y analiza datos para generar información para los envíos de Patient Access que conjuntamente crean valor para los clientes, los pacientes y Novartis.

## About the Role

### Major Accountabilities:

- **Project Leadership:** Leads projects to submit patient access dossiers to regulatory authorities, applying high standards of operational excellence.
- **Strategic Information:** Provides early relevant information for local product development decisions.
- **Analytical Justification:** Offers solid analytical justification for business cases.
- **Tool Management:** Maintains and updates all relevant P&R tools and systems.
- **Impactful Reports:** Creates detailed reports that translate data analysis results on Novartis' pricing and reimbursement strategy and competitor products into impactful business recommendations.
- **Networking and Relationships:** Builds and leverages strong networks and relationships with key customers, opinion leaders, and decision-makers to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions.
- **Pricing Management:** Leads local input on global and local pricing.
- **Model Adaptation:** Adapts Global Healthcare Economics models to accurately reflect local environments.

### Key Performance Indicators:

- **Achieved Objectives:** Achievement of local P&R and Novartis uptake objectives.
- **Tracking Systems:** Effective use and improvement of tracking systems to measure access.
- **Time to Market:** Shortening the time to market for products.
- **Patient Access:** Improvement and expansion of patient access.

### Work Experience:

- **Reimbursement Dossiers:** Experience in preparing reimbursement dossiers.
- **Clear Communication:** Proven ability to understand and clearly communicate scientific and economic topics.
- **Healthcare Knowledge:** Knowledge of national healthcare, regulatory environment of P&R processes, and drug listing.
- **Negotiation and Analysis:** Strong negotiation and analytical skills.

**Skills:**

- Analytical Ability
- IT Networking
- Finance
- Health Economics
- Health Technology Assessment (HTA)
- Key Account Management
- Product Positioning
- Value Propositions
- Public Affairs
- Market Access
- Customer-Centric Mindset
- Healthcare Sector Understanding
- Cross-Functional Collaboration
- Real-World Evidence (RWE)
- Project Management
- Process Management
- Analytical Thinking
- Agility

**Language:**

- **Advanced English Level**

**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

Argentina

Site

Ramallo (Argentina)

Company / Legal Entity

AR01 (FCRS = AR001) Novartis Argentina S.A.

Functional Area

Market Access

Job Type

Full time  
Employment Type  
Regular  
Shift Work  
No  
[Apply to Job](#)

Job ID  
REQ-10044133

## **Access Business Partner**

[Apply to Job](#)

---

**Source URL:** <https://prod1.novartis.com/careers/career-search/job/details/req-10044133-access-business-partner-es-es>

### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/es/Novartis\\_Careers/job/Ramallo-Argentina/Access-Business-Partner\\_REQ-10044133](https://novartis.wd3.myworkdayjobs.com/es/Novartis_Careers/job/Ramallo-Argentina/Access-Business-Partner_REQ-10044133)
5. [https://novartis.wd3.myworkdayjobs.com/es/Novartis\\_Careers/job/Ramallo-Argentina/Access-Business-Partner\\_REQ-10044133](https://novartis.wd3.myworkdayjobs.com/es/Novartis_Careers/job/Ramallo-Argentina/Access-Business-Partner_REQ-10044133)