

# Regional Market Access Senior Manager

Job ID  
REQ-10045790  
Mar 27, 2025  
China

## Summary

-Leads the development and implementation of the patient access strategy at (large) country / regional level. To facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers at a local level.

## About the Role

### Major accountabilities:

- Drives decisions related to patient Access strategy at a local level.
- Utilizes insights from cross functional teams and market research to launch, develop and implement high quality Patient Access strategic and operational plans.
- Establishes and maintains a strong professional network within the Federal /Regional and local Government authorities, Healthcare providers, Health Economic organizations and other relevant decision making representatives to anticipate and influence legislative P and R trends.
- Communicates relevant changes and trends in local health policy environment and Patient Access activities of new competitors to the cross functional team.
- Creates and work with the Region/Franchise to agree Business Cases.
- Good negotiation skills and ability to conduct (and understand from commercial point of view) tender/deal with the region.

### 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:

#### Work Experience:

- Proven Ability to Develop trust-based relationships with key regional.
- knowledge of Reimbursement processes and commercial principles.
- stakeholders.

#### Skills:

- Access And Reimbursement Strategy.
- Agility.
- 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.

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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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