

# Market Access Manager

Job ID  
REQ-10053367  
Jul 14, 2025  
Thailand

## Summary

Location: Thailand #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the role:

Leads/ Co-leads the development and implementation of global health economic & outcomes research strategies at a global, cluster / large country. Participation in all major cross-functional teams at the program/brand level including Value & Access Teams, Global Brand Team and Global Medical Affairs Teams and demonstrate strong leadership in the area of HEOR. Demonstrate strong clinical and commercial and access strategic thinking and be capable of managing multiple projects.

This role will report directly to Country Head of Value and Access

## About the Role

### Key accountabilities:

- Work closely with all Therapeutic Area Heads for selected products to develop plans, both pre-launch and post-launch to optimize market access, particularly securing reimbursement in the government channels
- Monitor and map out healthcare policy trends/issues at national level that may impact performance and potential of Novartis products (e.g. access, reimbursement, prices, patents, legislation, etc.); translate into Novartis policy strategy to mitigate risks and capture opportunities
- Provide policy inputs for the development and conduct of health economics & outcomes research (HE&OR) studies and price setting consistent with priorities and product strategies in order to optimize market access (reimbursement and listing), to obtain optimal pricing, and to support other commercialization activities

### Essential Requirements:

- Minimum of 5 years direct experiences
- Experience in Pharmaceutical industry
- Knowledgeable in HEOR and pricing
- Strong communication skills
- Strategic thinking

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Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?  
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Division

International

Business Unit

Universal Hierarchy Node

Location

Thailand

Site

Bangkok

Company / Legal Entity

TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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## Market Access Manager

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