

# Regional Access Lead

Job ID

REQ-10043022

May 29, 2025

India

## Summary

Accountable for developing and implementing state access strategies and partnerships in alignment with state health care systems to co-create solutions for prioritised access barriers that enhance the healthcare system evolution and ensure patients have appropriate and timely access to Novartis products across targeted states and Union Territories of India.

## About the Role

### Key responsibilities

- Collaborate with government institutions and health administrations to ideate and co create access initiative that enable better adoption of innovative therapies and facilitate inclusion of Novartis products in state formularies
- Evaluate patient journey to identify access barriers and develop bespoke solution to facilitate optimized access to Novartis products
- Identify innovative channels and opportunities that enables increased access for Novartis medicines among reimbursed beneficiaries in the state.
- Develop and design strategic/tactical access plan to enable access to innovative therapies aligned to current and future product portfolio
- Create and deliver innovative health system solutions and strategies to drive disease and therapy area prioritization that enable inclusion of innovative therapies
- Identify and unlock alternate funding sources to enable access to Novartis medicines to broader beneficiary pool within the state ecosystem
- Build and maintain strong relationships with key stakeholders including state government officials, policymakers, health administrators. Healthcare providers, patient organisations, to effectively advocate for disease and therapy area prioritization that enable access to innovative therapies.
- Collaborate with the government affairs team to provide input and support in state-level advocacy efforts and engage in public policy discussions that impact patient access. Collaborate with marketing and communication teams to ensure consistent messaging and education about our products and their value proposition to state agencies, payers, and other stakeholders.

### Essential Requirements

- You should hold a relevant science degree, MBBS /BDS/B.Pharm/B.Sc and Masters in Business Administration/ Public policy / Communications or equivalent from premier institutes.
- You should have minimum 8 years of experience with 5 years of experience in public health,

development sector, market access or strategy roles

- You should pose linguistic proficiency in local vernacular language relevant to the geographic region
- Matrix collaboration and ability to drive cross-functional teams

#### Why Novartis:

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

#### 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.

#### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

**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>

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Division

International

Business Unit

Universal Hierarchy Node

Location

India

Site

Rajasthan

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

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