

# **(Sr.) Healthcare Solutions Manager**

Job ID

REQ-10048130

Apr 09, 2025

Taiwan

## **Summary**

To develop an alternative funding strategy in responsible channels and lead the development and implementation of innovative initiatives to unlock alternative funding, with strong collaboration across cross-functional expertise at Novartis. Coordinate the relationship between external key stakeholders and Novartis, leveraging the breadth and depth of Novartis's capabilities to accelerate patient access.

## **About the Role**

### **Major accountabilities:**

- Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.
- Utilizes insights from internal and external key stakeholders to develop and implement high-quality alternative funding strategies, while leading their alignment across brands through clear tactical plans.
- Establishes and maintains a strong professional network/partnership within the internal cross-functional team and external key stakeholders (payers, B2B partners, vendors, etc.) to drive alternative funding initiatives.
- Communicates relevant changes and trends in the external alternative environment and activities of other players to the cross-functional team.
- Creates and works with the cross-functional team to align alternative funding initiatives.
- Ensure engagement activities are in compliance with guidelines and regulations

### **Key performance indicators:**

- Development and implementation of alternative funding initiatives across Novartis Taiwan with a strong focus on priority/launch brands
- Feedback from both internal and external key stakeholders
- Execution of alternative funding strategy in the country as per agreed KPIs including measurement against internal and external benchmarks
- Delivery of high performance as agreed in timelines, quality and compliance by ensuring adherence to international and local regulations and Novartis SOP standards.

### **Minimum Requirements:**

#### **Work Experience:**

- 5+ years of experience (including 2+ years in a management role) in developing and implementing commercial plans, with a significant track record.
- Experience in the healthcare industry in alternative funding, or combined with other industry experience,

is a plus.

- Understanding of the Pharma market including key dynamics, competitors, country regulatory and market environments
- Proven Ability to Develop trust-based relationships with internal and external key stakeholders
- Strong skills and experience in directly and indirectly leadership, strong in teamwork, and able build alignments
- Strong communication, presentation, and negotiation skills
- Agility in first time situations and passion for applying innovative approaches
- Curiosity for innovation and exploring new concepts, ideas and models and strategic vision to adapt innovation to drive new business models

#### **Skills:**

- Project management skills
- Accountability
- Collaboration
- Competitive Intelligence
- Compliance
- Problem Solving Skills

#### **Languages :**

- Fluent in English speaking, writing and reading
- Mandarin is a must

**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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**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

Taiwan

Site

Taipei

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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