

RLT Access and Activation Lead

Job ID

REQ-10078471

May 21, 2026

LOC_AU

About the Role

- Lead strategic RLT site partnerships: Own enterprise-level relationships with assigned RLT centres, building trusted partnerships with hospital executives, nuclear medicine, oncology, pharmacy, administration, and operations teams.
- Drive site access and activation: Lead site onboarding and activation, including contracting, access pathways, operational readiness, logistics, ordering, scheduling workflows, and site governance.
- Own account strategy and execution: Develop and deliver multi-year, site-specific account plans aligned to national RLT priorities, translating strategy into clear actions, milestones, and outcomes.
- Optimise treatment pathways: Partner with sites to identify and remove barriers across referral, scheduling, ordering, treatment coordination, capacity planning, and patient access.
- Deliver sustainable utilisation and growth: Support appropriate site utilisation and sustainable growth by translating brand, access, and go-to-market strategies into account-specific execution plans.
- Mobilise cross-functional teams: Act as the key connector across Medical, Marketing, Market Access, Supply, Patient Support, Innovative Platforms, and other internal teams to ensure seamless site execution.
- Generate insights and shape strategy: Capture and share high-quality field insights to inform national RLT strategy, resource prioritisation, and operational planning.
- Operate with compliance and integrity: Represent the organisation professionally and ensure all activities are conducted in line with compliance, ethical, regulatory, and safety standards.

Your Profile:

You are a strategic, commercially astute healthcare professional with experience managing complex hospital partnerships and driving access for specialised therapies. You are confident engaging across clinical, operational, and executive stakeholders, and you know how to translate strategy into practical site-level execution.

- Bachelor's degree in Science, Business, Commerce, Marketing, Healthcare, or a related discipline.
- Proven success in enterprise, strategic account, key account, access, or hospital partnership roles.
- Experience engaging and influencing stakeholders from clinical experts through to C-suite and hospital executives.
- Strong strategic planning, execution, project leadership, and problem-solving capability.
- Experience navigating complex hospital environments, integrated care networks, or healthcare delivery systems.
- Track record of driving access, activation, adoption, or sustained utilisation of specialised therapies or complex healthcare solutions.
- Strong understanding of the Australian healthcare environment, including hospital systems, funding models, reimbursement pathways, and patient access dynamics.
- Excellent communication, influencing, relationship-building, and stakeholder management skills.
- Ability to work autonomously in a field-based role while collaborating strongly across internal teams.

Highly regarded experience includes:

- Oncology, nuclear medicine, radiopharmaceutical, theranostics, or complex specialty medicine experience.
- Launch, scale-up, site activation, or transformational go-to-market experience.
- Experience implementing new treatment models, service pathways, or complex hospital-based therapies.
- Strong enterprise mindset with comfort operating in ambiguity.
- Demonstrated leadership capability and ability to influence without authority.

- Extensive customer relations or key account management experience within pharmaceutical, biotechnology, medical technology, or healthcare sectors.

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

General Management

Location

LOC_AU

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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