

Access Field Manager - Delhi

Job ID

REQ-10082321

Jul 01, 2026

LOC_IN

About the Role

Location- Delhi

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 sustainable inclusion of Novartis products in state formularies.
- Evaluate patient journey to identify access barriers and develop bespoke solution by health system strengthening 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 including but not limited to Memorandums of Understanding, disease awareness initiatives, protocol shaping, pathway creation.
- Identify and unlock alternate funding sources to enable access to Novartis medicines to broader beneficiary pool within the state ecosystem including but not limited to public-private partnerships, Management Entry Agreements etc.
- 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

- Relevant science degree such as MBBS, BDS, B.Pharm or B.Sc., along with a master's degree in business administration, Public Policy, Communications or equivalent from a reputed institute.
- Minimum 8 years of overall experience, including at least 5 years in public health, development sector, market access, healthcare strategy or related roles.
- Experience engaging with state governments, public health institutions, payers, development-sector partners or healthcare administrators to design and implement access, disease awareness, health system strengthening or public-private partnership initiatives.
- Strong ability to collaborate in a matrix environment and drive cross-functional teams toward shared access and patient-impact objectives.

Desirable Requirements:

Agility, analytical thinking, cross-functional collaboration, customer-centric mindset, healthcare sector understanding, health economics, health system strategy, market access, process management, product positioning, public affairs, real-world evidence, value proposition development, public-private partnership development, government stakeholder management,

health system strengthening, policy shaping and advocacy, Management Entry Agreements, MoU development and execution, protocol shaping, disease awareness program design, state formulary and reimbursement pathway understanding, program governance and compliance, strategic partnership execution, and outcomes measurement and impact tracking.

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Role Requirements

Division

DIV_IM

Business Unit

Marketing

Location

LOC_IN

Site

Delhi Territory

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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