

Account Manager

Job ID

REQ-10086999

Sep 25, 2026

LOC_BR

About the Role

Key responsibilities

- Lead the implementation of a sustainable local Patient Access strategy aligned with Novartis priorities and patient needs.
- Collect, analyze, and translate relevant data into actionable insights to support Patient Access decisions and submissions.
- Lead the preparation and submission of Patient Access dossiers to the relevant authorities, ensuring quality, accuracy, and operational excellence.
- Support the achievement of local pricing, reimbursement, and product uptake objectives.
- Monitor Patient Access performance through effective tracking systems, identifying opportunities for continuous improvement.
- Contribute to reducing product time to market by supporting timely, high-quality, and evidence-based access submissions.
- Identify and support opportunities to improve and expand patient access to Novartis treatments.
- Collaborate with internal and external stakeholders to create sustainable value for customers, patients, and Novartis.
- Report technical complaints, adverse events, and special-case scenarios related to Novartis products within 24 hours of receipt, in accordance with established procedures.
- Coordinate the distribution of marketing samples, where applicable, in compliance with relevant internal policies and external requirements.

Essential Requirements

- Holistic understanding of complex account ecosystems, combined with strong strategic thinking and business acumen.
- Proven ability to orchestrate cross-functional stakeholders and establish one integrated account strategy.
- Strong knowledge of the Brazilian healthcare ecosystem, particularly the supplementary healthcare market, ANS processes, and key stakeholders.
- Strong execution capabilities, including prioritization, resource allocation, timely decision-making, and resolution of cross-functional barriers.
- Excellent stakeholder management and influencing skills across Commercial, Market Access, Medical, Payer, RLT, and Brand teams.
- Results-oriented approach, with the ability to drive conversion, reduce time to treatment, and increase the number of new patients.
- Innovative and AI-oriented mindset applied to account planning, insight generation, and business decisions.
- Sound understanding of regulatory, audit, compliance, and SOP requirements, with the ability to rapidly develop knowledge of Nuclear Medicine.

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.

Role Requirements

Division

DIV_IM

Business Unit

General Management

Location

LOC_BR

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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