

Field Access Manager

Job ID

REQ-10087543

Sep 18, 2026

LOC_CL

About the Role

Key responsibilities

- Establish and strengthen long-term collaborations with key customers at national, regional and territorial levels.
- Lead the comprehensive management of assigned accounts, maintaining a clear view of customer priorities, access needs and opportunities.
- Develop and execute customer account plans to optimize product access and adoption.
- Drive influencing strategies that support early access programs and initiatives related to patients' clinical pathways.
- Engage hospitals, regional and national payers, tendering bodies, health authorities and stakeholders involved in patient-care management.
- Partner cross-functionally with Access Strategy, Pricing, HEOR/HTA, Commercial, Medical, Public Affairs and Supply Chain teams to align customer plans and access priorities.
- Support public-market access activities, including tender-management considerations and the inclusion of medicines in public customers' formularies.
- Monitor account activity and performance against agreed visit and sales objectives, adapting plans to address customer needs and business priorities.

Essential Requirements

- Demonstrated experience in account management, negotiation and cross-functional collaboration.
- Strategic mindset with the ability to translate customer priorities into focused account plans and access actions.
- Resilience, situational adaptability and a solution-oriented approach in a changing external environment.
- Ability to build and sustain effective relationships with hospitals, payers, tendering bodies, health authorities and other healthcare stakeholders.
- Knowledge of tenders and the public healthcare market, including processes related to adding medicines to public-customer formularies.
- Experience executing access strategies and supporting tendering, contracting and negotiation activities is desirable.
- Account-planning capability, with a disciplined approach to customer management and performance objectives.
- Self-awareness and strong collaboration skills, with the ability to work effectively across internal functions and stakeholder groups.

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
Sales
Location
LOC_CL
Site
Santiago
Company / Legal Entity
CL01 (FCRS = CL001) Novartis Chile S.A.
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Ventas)
Shift Work
No
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