NOVARTIS

Access Field Head - States

Job ID
REQ-10080297
Jun 22, 2026
LOC_IN

About the Role

Key Responsibilities:

- Lead execution of state access strategy across priority states and public accounts to drive patient access, formulary inclusion, and uptake of Novartis brands.
- Develop and scale innovative partnership models with state-level accounts, government bodies, and key stakeholders to strengthen the healthcare ecosystem and enable sustainable patient access.
- Drive state-level patient access strategies by translating national priorities and insights into actionable, high-impact field execution plans.
- Build and manage stakeholder ecosystems, including structured stakeholder mapping, prioritization, and engagement plans to establish strong relationships with key influencers, policymakers, healthcare providers, and public sector authorities.
- Leverage cross-functional insights and market intelligence to shape access strategies and support data-driven decision-making at state account level.
- Identify and address access barriers, while unlocking partnership and funding opportunities to improve affordability, inclusion, continuity of care, and penetration across key state accounts.
- Collaborate cross-functionally (Commercial, Medical, Policy, Public Affairs, Compliance Legal) to design and implement compliant, scalable access initiatives.
- Develop and execute state account plans, including stakeholder prioritization, engagement cadence, partnership roadmap, and clearly defined access KPIs and outcomes.
- Lead and develop the access field team, driving performance, capability building, and engagement through coaching, clear goal setting, and fostering a high-performance, customer-centric culture aligned to Novartis values.

Essential Requirements:

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 10+ Years working experience in pharma sector with previous or existing experience of managing State Government Accounts.
- Previous People management is required
- Candidates with proven track record in state access will be preferred
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people’s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: https://www.novartis.com/about/strategy/people-and-culture

You’ll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. https://www.novartis.com/careers/benefits-rewards

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.
Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to

hear more about Novartis and our career opportunities, join the Novartis Network here: https://talentnetwork.novartis.com/network.

Role Requirements

Division
DIV_IM
Business Unit
Marketing
Location
LOC_IN
Site
Mumbai (Head Office)
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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