NOVARTIS

Access Contracting Manager (Private Hospital Partnerships)

Job ID
REQ-10081600
Jun 23, 2026
LOC_IN

About the Role

Onboarding Location-Mumbai, Work Location- Delhi/Bangalore

Key Responsibilities

1. Strategic Hospital Partnerships

- Develop relationships with key private hospital stakeholders, including leadership, procurement, pharmacy, finance, and clinical teams.
- Identify access opportunities aligned to portfolio priorities and patient needs.
- Co-create hospital partnership plans that address access barriers and support portfolio growth.

2. Contracting Strategy & Execution

- Design and execute compliant contracting models tailored to hospital needs and business priorities.
- Develop internal business cases covering patient impact, commercial rationale, financial assumptions, and key risks.
- Ensure effective roll-out of approved contracts with clear timelines, ownership, and performance milestones.

3. Partnership Governance & Performance Tracking

- Monitor contract execution and performance against agreed KPIs.
- Conduct periodic reviews with hospital partners and internal teams to assess impact and resolve gaps.
- Optimize active partnerships for improved access, utilization, governance, and renewals.

4. Cross-Functional Alignment

- Partner with commercial, medical, value & access, finance, legal, compliance, supply chain, and sales teams to enable execution.
- Coordinate approvals, implementation planning, governance, and performance tracking across functions.
- Support field teams with account planning, negotiation preparation, and partnership execution.

5. Insights & Market Intelligence

- Gather insights on hospital procurement, access barriers, competitor models, and private healthcare trends.
- Feed insights into access strategy, portfolio planning, launch readiness, and hospital segmentation.
- Identify scalable partnership models across hospital chains, cities, and priority patient segments.

6. Compliance, Governance & Risk Management

- Ensure all partnerships and contracts follow Novartis policies, local regulations, and approval processes.
- Work with legal, finance, compliance, and procurement to maintain transparent documentation and audit readiness.
- Identify key risks in partnership models and recommend mitigation actions.

Essential Requirements:

- Experience: 5–8 years in pharma, healthcare, market access, institutional business, key account management, partnerships, or consulting.

- Private Hospital Experience: Experience in working with private hospitals (preferred), hospital chains, procurement, pharmacy operations, and institutional decision-making.
- Contracting skills: Experience in negotiations, contracting, business cases, and partnership execution.
- Commercial acumen: Ability to connect patient access, portfolio priorities, affordability, and business outcomes.
- Execution capability: Strong cross-functional collaboration, analytical skills, stakeholder management, and compliance mindset.

Desirable Requirements:

- Priority hospital partnerships activated and scaled.
- Improved eligible patient access across key institutions.
- Contract performance versus agreed KPIs.
- Timely, compliant execution and governance of contracts.

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverseteams' 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

- Strong cross-functional execution and stakeholder satisfaction.

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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