NOVARTIS

CRM TA Access Strategy and Pricing Manager

Job ID
REQ-10090691
Nov 05, 2026
LOC_ZA

About the Role

Major accountabilities:

- Lead projects to submit patient access dossiers to regulatory authorities ap- plying high standards of operational excellence.
- Has deep understanding of customer needs and the competitive and P&R envi- ronment to provide early relevant input into local product development decisions.
- Provides analytical rationale for Business Cases·
- Support TA's by integrating market access strategies into product plans and cooper- ate with national and international cross-functional teams.·
- Maintain and update all relevant P&R tools and systems.·
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactfulbusiness recommendations.·
- Ensure market access excellence by capturing events in the externalhealthcare environment that impact market access, to identify potential risks
  and opportunities impacting Novartis products and develop strategies in col- laboration with the TA's to mitigate the risks and optimize opportunities.
- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to opti- mize the positioning and messaging of Novartis products and facilitate the co- creation of value propositions with customers.
- Leads the local input to both global and local Pricing
- Adapt Global Health Economics models to accurately reflect local environments
- Good negotiation skills and ability to support (& understand from commercial point ofview) tender/deal with the region
- Identify the need for relevant tools e.g. budget impact models, value dossi- ers, business cases, to support product/ solution adoption and brief this into market access strategy or identify solutions to develop these tools.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

Key performance indicators:

- Achievement of Novartis local P&R and uptake targets. ·
- Effective use and improvement of tracking systems to measure access.
- Shortening product(s) time to market

Education & Requirements :

- A degree in business, economics, life sciences, or a related field.
- Experience in pharmaceutical pricing, contracting, market access, or commercial operations.
- Hands-on experience with pricing models, business cases, tenders, rebates, or payer systems.
- Strong analytical, forecasting, financial interpretation, and process-management skills.
- Ability to influence across functions and manage complex stakeholder relationships.

- A customer-focused, solutions-oriented mindset with high accountability and strong compliance standards.

Languages:

English

Experiences:

- Experience with reimbursement dossier compilation Proven ability to understand and clearly communicate scientific and economic topics Strong negotiation and analytical skills
- Understanding of Private market payers, regulatory environment of drug; P&R and Listing processes

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_ZA
Site
Midrand
Company / Legal Entity
ZA01 (FCRS = ZA001) Novartis SA (Pty) Ltd.
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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