NOVARTIS

TA Access Strategy Manager

Job ID
REQ-10091852
Nov 09, 2026
LOC_MY

About the Role

Major Accountabilities

- Lead access strategy: Set national access, pricing, and reimbursement strategies, and adapt global guidance to the local market
- Drive growth: Find and prioritize the Value & Access opportunities that matter most across the product lifecycle, from launch to line extensions
- Turn insights into action: Use healthcare system, policy, and payer insights to shape brand and therapeutic area strategies
- Work across teams: Partner with Medical Affairs, Commercial, Finance, Strategic Accounts, and Customer Experience so access is built into every brand plan
- Engage external stakeholders: Build strong relationships with payers and decision makers, represent the organization in access forums, and lead negotiations
- Manage the lifecycle: Oversee submission renewals, HTA updates, contract renewals, and pricing reviews
- Track performance: Monitor access KPIs and reimbursement milestones, and share best practices across teams

Requirements:

- Experience in market access, pricing, or reimbursement in pharma or healthcare
- Experience with national access or payer negotiations
- Experience across product launch and lifecycle phases
- Strong knowledge of pricing and reimbursement systems, experience with HEOR a plus
- Skill in turning evidence into compelling value propositions
- Strategic, analytical thinking and strong project and stakeholder management
- Ability to influence without direct authority and handle complexity with confidence

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_MY
Site
Selangor
Company / Legal Entity
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (197101000541)
Functional Area
FCT_MA
Job Type
Full time
Employment Type

Regular
Shift Work
No
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