

Innovative Access Partnerships and Engagement Manager

Job ID

REQ-10020659

Sep 03, 2024

Türkiye

About the Role

Key Responsibilities

Strategic Partnership Development and Co-Creation

- Establish and maintain strategic partnerships with private and alternative payer organizations, private hospitals, and other stakeholders to co-create innovative healthcare access solutions.
- Act as the primary point of contact for customer-facing interactions within the private ecosystem, ensuring seamless communication and collaboration.
- Drive co-creation efforts from ideation to execution, working closely with cross-functional teams to develop transformative projects that enhance patient care and operational efficiency.
- Identify and establish new collaborations across various sub healthcare ecosystems, including private insurers, pension funds, health tech startups, and fintech's.

Value Messaging and Cross-Functional Collaboration

- Prioritize and articulate the value propositions of Novartis products to relevant stakeholders.
- Collaborate with cross-functional teams, including marketing, sales, medical, and access, to align strategies and ensure consistent messaging.
- Present complex concepts and solutions in a clear, engaging manner to diverse audiences, fostering a culture of teamwork and effective communication.

Market and Trend Analysis

- Continuously monitor and analyze industry trends, emerging technologies, and market dynamics to identify opportunities for innovation.
- Evaluate and integrate cutting-edge solutions and methodologies to enhance the organization's capabilities and market position

Project Management and Execution

- Lead and oversee the development and implementation of key projects, ensuring alignment with strategic goals and timely delivery.
- Develop detailed project plans, define scope and deliverables, and assign responsibilities to cross-functional teams.
- Ensure projects are executed within budget and meet established timelines, driving business growth and performance.

Stakeholder Engagement and Advocacy

- Manage external affairs and advocacy efforts by engaging with key stakeholders, including industry trade associations, patient organizations, professional associations, and relevant organizations within the private healthcare ecosystem.
- Foster strong relationships with key opinion leaders and other influential figures to drive the external engagement agenda.
- Work closely with Public Affairs and Policy teams to understand and influence changes and priorities within the access ecosystem.
- Act as the primary point of contact within this ecosystem, ensuring effective communication and collaboration.

Patient Journey Optimization

- Understand the patient journey from an access perspective and identify areas for improvement.
- Proactively develop projects to address these needs, working closely with stakeholders to enhance patient care.
- Work on affordability programs to ensure patients have better health outcomes.
- Work on patient support programs that provide additional assistance and resources to patients and their families.

Proactive Project Development

- Proactively identify needs and opportunities within the healthcare landscape.
- Develop and propose innovative projects to meet these needs and drive business growth.

Compliance and Ethical Standards

- Stay informed about relevant healthcare regulations, data privacy laws, and compliance requirements.
- Ensure all projects adhere to legal and ethical standards, maintaining the highest level of integrity and compliance.

Qualifications

- Bachelor's degree in life sciences is preferable.
- Minimum of 6 years of experience as a Key Account Manager and/or in a similar customer-facing role, preferably in the market access area focused on private ecosystem.
- Proven track record in key account management and driving business impact through strategic partnerships.
- Fluent in English
- Strong negotiation and organizational skills.
- In-depth understanding of healthcare industry trends, challenges, and regulatory requirements.
- Strong business acumen and the ability to work effectively in cross-functional teams.
- Demonstrated ability to understand and manage priorities.
- Demonstrated ability to think creatively and develop innovative solutions.
- Understanding of the access ecosystem and the ability to comprehend and influence its priorities and changes.

Role Requirements

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>

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Division

International

Business Unit

Innovative Medicines

Location

Türkiye

Site

İstanbul Kavacık

Company / Legal Entity

TR01 (FCRS = TR001) Novartis Sağlık, Gıda ve Tarım Ürünleri San. Ve Tic. A.Ş.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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