

Territory Account Manager

Job ID
REQ-10008671
May 27, 2024
Russian Fed.

Summary

-Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level. Collects and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

About the Role

Location: Samara/Volgograd

Currently we are looking for an experienced candidate for Territory Account Manager role to join to Novartis in Samara.

Your responsibilities include but not limited to:

- Assess regional market potential, map and evaluate federal stakeholders corresponding with the Novartis Pharmaceuticals product portfolio and identify key decision makers
- Develop relationships with relevant decision makers (government officials, and healthcare authorities/regional KOLs etc)
- Prepare together with Medical and Marketing departments all necessary documents for applying for Reimbursement lists, Standards of Treatment, Treatment guidelines.
- Ensure Regional reimbursement in collaboration with BU
- Participate in relevant conferences and workshops, industry organizations' working groups and other platforms to shape reimbursement environment and oncology policy in the region
- Build Market Access capabilities of the regions
- Arrange educational programs for specialists and healthcare authorities in the regions.

You would be a good match for this role, if you have:

- Not less than 2 year experience in Market Access Specialty function within a well-known foreign innovative pharmaceutical company
- Higher pharmaceutical or medical education
- Professional working experience in reimbursement/governmental affairs area in a multinational innovative pharmaceutical company.
- Strong communicative and analytical skills

What we offer for you:

Competitive salary

Annual bonus
Health insurance
31 days annual leave
Flexible working arrangements
Employee recognition scheme.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Division

International

Business Unit

Innovative Medicines

Location

Russian Fed.

Site

Samara

Company / Legal Entity

RU07 (FCRS = RU007) Novartis Pharma LLC

Alternative Location 1

Volgograd, Russian Fed.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

EEO Statement :

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

Job ID
REQ-10008671

Territory Account Manager

[Apply to Job](#)

Source URL: <https://qa1.novartis.de/careers/career-search/job/details/req-10008671-territory-account-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. https://novartis.talentsys.ru/gateway.html?recTitle=Territory%20Account%20Manager&requisition=REQ-10008671&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Samara/Territory-Account-Manager_REQ-10008671
4. <https://talentnetwork.novartis.com/network>
5. https://novartis.talentsys.ru/gateway.html?recTitle=Territory%20Account%20Manager&requisition=REQ-10008671&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Samara/Territory-Account-Manager_REQ-10008671