

# Regional Access and Solutions Manager

Job ID  
REQ-10009045  
Jun 13, 2024  
Romania

## Summary

Are you ready to take your career in healthcare to the next level? Novartis Ag is seeking a Regional Access and Solutions Manager to join our world-class team in Bucharest. This is an exceptional opportunity for an ambitious individual to make a significant impact in the healthcare industry.

### Responsibilities:

Develop and implement market access strategies to ensure seamless access to Novartis products

Work closely with individuals from different teams, both within and outside the company, to identify the most effective pricing and reimbursement strategies.

Lead negotiations with key decision-makers to successfully implement access solutions

Monitor and analyze market trends and competitor activities to stay ahead of the competition

### Requirements:

Equivalent experience in Healthcare Management or a related field will also be considered.

Proven experience in developing and implementing market access strategies in the healthcare industry

Effective negotiation and communication skills to collaborate with individuals at all levels

Ability to analyze complex data and make data-driven decisions

Fluency in English and Romanian

At Novartis Ag, we pride ourselves on fostering a culture of inclusion and collaboration. We believe that diverse perspectives drive innovation and create a more dynamic workplace. As an equal opportunity employer, we welcome applicants from all backgrounds and experiences.

We prioritize ensuring that individuals with disabilities can compete on an equal basis for available positions. If you require any accommodations or adjustments during the application or interview process, please let us know and we will be happy to assist you.

## About the Role

Are you ready to take your career in healthcare to the next level? Join our team at Novartis Ag as a Regional Access and Solutions Manager in Bucharest! We are a world-class healthcare company dedicated to improving the lives of patients everywhere. In this role, you will have the opportunity to make a significant impact on the accessibility and affordability of our innovative healthcare solutions.

## Responsibilities:

- Determine regional access needs and develop strategies to address them
- Collaborate with cross-functional teams to ensure flawless execution of access solutions
- Successfully implement access programs to enhance patient access to our products
- Compete in the market by continuously monitoring and analyzing access trends
- Provide guidance and support to regional teams to optimize access to our healthcare solutions
- Strictly adhere to regulatory and compliance guidelines

## Requirements:

- Proven experience in access management or a related healthcare role
- Exceptional analytical skills with the ability to determine the effectiveness of access programs
- Strong collaboration and communication skills to work effectively with cross-functional teams
- Strong determination and motivation to excel in a dynamic and challenging work environment

At Novartis Ag, we believe in the power of inclusivity and collaboration. We value diversity and are committed to creating an inclusive work environment where all employees can thrive. We encourage applications from candidates of all backgrounds and experiences.

As an equal opportunity employer (EOE), we are dedicated to providing reasonable accommodations and adjustments to individuals with disabilities. If you require any accommodations or adjustments throughout the application process, please let us know and we will be happy to assist you.

If you are ready to take on this exciting opportunity and contribute to our mission of improving patient access to healthcare solutions, apply now! Join our team and be part of a company that is making a difference in the lives of patients worldwide.

**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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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

Romania

Site

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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