

Private Market Access Lead

Job ID
REQ-10077306
июл 01, 2026
Румыния
Available in: English

Сводка

#LI-Hybrid
Location: Bucharest, Romania

The Private Market Access Lead secures timely pre-reimbursement access for priority brands by achieving listing and reimbursement with private payers and health insurance companies. The role ensures existing and new indications are included in formularies, promotes value- and evidence-based reimbursement solutions, and shapes access strategies that enable patient access while supporting sustainable business growth.

About the Role

Key responsibilities

- Develop and execute private payer and health insurance strategies to accelerate favourable listing and reimbursement decisions for in-market brands and new launches.
- Lead and support all phases of private market listing and reimbursement planning, execution, and negotiation.
- Demonstrate the clinical, economic, and societal value of products to payer and insurance decision-makers using health economics and access tools.
- Design and implement innovative access programs, pricing approaches, and commercial agreements to maximize access and mitigate reimbursement risks.
- Develop alternative financing solutions such as corporate insurance models and supplementary plans.
- Support Sales teams in addressing day-to-day access challenges with health insurance companies and private accounts.
- Build strong partnerships with private payers, insurance companies, and hospital insurance departments to improve patient access and reduce rejections.
- Monitor regulatory, policy, and reimbursement environment changes and coordinate cross-functionally to address impacts on access.
- Capture market insights, payer feedback, and emerging access risks or opportunities to inform access and business strategy.
- Collaborate closely with TA Access Strategy, HEOR, Commercial, and other stakeholders to ensure aligned and effective access execution.

Requirements

- University degree in life sciences or a relevant discipline with 3–5 years of experience in health insurance, market access, or pharmaceutical environments; fluency in English and local language required (Romanian).
- Solid understanding of the healthcare system, reimbursement structures, and health insurance policies.
- Experience interacting with health insurance companies, private payers, or reimbursement decision-makers.
- Strong knowledge of pharmaceutical industry dynamics and access pathways.
- Proven ability to develop and negotiate pricing, reimbursement, or access agreements.
- Strong analytical skills to assess access challenges, payer behavior, and reimbursement impacts.
- Excellent communication, networking, and negotiation skills.
- Ability to lead cross-functional initiatives and influence without formal authority.
- High accountability, resilience, and compliance-driven mindset aligned with Novartis values.

Commitment to Diversity & Inclusion:

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

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.
[Read our handbook \(PDF 30 MB\)](#)

Primary location salary range
L212,870.00 - L395,330.00

Дивизион

International

Business Unit

Sales

Место

Румыния

Сайт

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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