

# Access Manager

Job ID  
REQ-10077801  
Июн. 08, 2026  
Нигерия

## Сводка

Support the Head of Value & Access in developing and implementing access, listing, pricing, and reimbursement strategy, ensuring optimal market access outcomes for Nigeria and Ghana

## About the Role

### Major Accountabilities

- Formulates and implements the Pricing & Market Access (P&MA) strategy and operational plan for country, understanding competitive landscape to support the Head of VA in building effective market strategy.
- Proactively monitors changes in reimbursement/pricing dynamics within assigned market & identify potential risk or opportunities to shape the healthcare ecosystem for new launch uptake.
- Delivering market assessment by mapping current and potential access drivers within assigned market and craft compelling value story to position vs. other available treatments.
- Supports the SSA Head Value & Access building the pricing strategy based on dynamics and demands, defining the broader market P&MA requirements for new and existing products.
- Supports KAMs in strategic pricing according to the market situation, aligned with Country Heads decisions and SSA strategies.
- Engages with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions.
- Supports the SSA Head Value & Access to localize the required documents for enlisting per the accounts requiring any of each Global value dossier (GVD), Health-economic models and value story.
- Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the KAMs and cross-functional team.
- Supports the design and execution of advocacy activities for the benefit of the Novartis priority brands and key assets in the assigned country.
- Participates in priority portfolio policy discussions, working with internal stakeholders to ensure policy alignment and proactive engagement across SSA

### Key performance Indicators :

- Monitor pricing, access, regulations and key policy themes emerging in assigned market
- Cover cross-functional access topics with Regulatory Affairs, PA and Country management
- Represent Novartis in key trade associations, in working groups focused on policy, Pricing/Market Access and lead external advocacy on pricing and access topics.
- Effective value story roll-out in assigned country

### Ideal Background :

#### Education:

- University degree in Life science / Business management / Health economics or equivalent is preferred.

#### Experience:

- At least 5 years of experience in a pharma industry
- Experience with market access, reimbursement dossier compilation, external affairs, advocacy and pricing - preferred

#### Skills:

- Proven external stakeholder management ability in health and/or pharma organizations.
- Proven negotiation, persuasion and influence abilities.
- Experience in establishing and managing pricing and market access strategy.
- Proven ability to understand and clearly communicate value story topics.
- Excellent cross-functional collaboration skills, with the ability to partner across external stakeholders and internal functions.
- Well-developed understanding of country regulatory, access and market environments.
- Excellent oral and written communication and presentation skills.

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Дивизион  
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Business Unit  
Corporate & Division Services  
Место  
Нигерия  
Сайт

Ikeja, Lagos  
Company / Legal Entity  
NG04 (FCRS = NG004) Novartis Nigeria  
Alternative Location 1  
Ghana, Гана  
Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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