

Access Field Manager -Public Sector

Job ID
REQ-10078875
май 26, 2026
Саудовская Аравия

Сводка

Access Field Manager- Public Sector
Location : Riyadh

#LI Hybrid

As Access Field Manager - Public Sector, you will lead strategic and operational market access execution across key public sector accounts in Saudi Arabia. You will work to secure, optimize, and sustain access for priority brands by building trusted partnerships with hospitals, payers, regional authorities, wholesalers, and broader healthcare system stakeholders. This is a high-impact role at the intersection of access, policy, and commercial execution, helping shape pathways that improve patient access while supporting long-term business sustainability.

About the Role

Major accountabilities:

- Lead market access execution across key public sector accounts in Saudi Arabia.
- Build strong partnerships with hospitals, payers, regional authorities, and other healthcare stakeholders.
- Drive formulary inclusion, tender execution, pricing discussions, and contract negotiations.
- Identify access barriers and turn insights into practical, scalable solutions.
- Partner cross-functionally to deliver account plans that improve access and support product adoption.

What you'll bring:

- Bachelor's degree in Life Sciences, Pharmacy, Health Economics, Business, Public Health, or a related field.
- 5–10 years of experience in Market Access, Government Affairs, Pricing, HEOR/HTA, Key Account Management, or a related pharmaceutical role.
- Strong track record in formulary inclusion, tender management, pricing and access negotiations.
- Experience working with hospitals, payers, healthcare authorities, and distribution partners.
- Strong analytical, stakeholder management, and cross-functional collaboration skills.
- Fluency in English and Arabic language.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect 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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Sales
Место
Саудовская Аравия
Сайт
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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List of links present in page

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