

TA Access Manager

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REQ-10085756
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Иордания
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Сводка

The TA Access role is responsible for executing and coordinating access activities that support launch, lifecycle, and in-market brand performance. It gathers payer, stakeholder, and market insights; translates global guidance into locally relevant access plans; and supports the development and refinement of value propositions, submissions, and healthcare system readiness activities. The role works cross-functionally with Medical, Commercial, Regulatory, Policy, Field, and HQ teams to align inputs, track progress, and ensure access plans are implemented effectively.

About the Role

Job Dimensions

Number of associates:

Varies by country; extensive leadership in a matrix

Decision making:

Makes access recommendations and executes agreed TA access activities within governance. Guides access plan design, scenario assessments, and stakeholder engagement plans, ensuring alignment with HQ, business priorities and market dynamics.

External/internal stakeholders interface:

Close partnership with HQ, Commercial, Medical, HEOR/HTA, Pricing, Public Affairs, Policy, Communication & Patient Engagement and global/regional teams as needed; direct engagement with payers, health authorities, and system stakeholders

Impact on the organization:

Long-term market access competitiveness across the portfolio

Major Accountabilities

Integrated Access & Pricing Plan

- In line with HQ guidance oversee access plans, value proposition, and positioning
- Translate global access guidance into locally relevant plans
- Identify barriers to access, adoption, and payer acceptance
- Lead on Healthcare System Readiness plan development and integrate healthcare system shaping considerations into overall access plan
- Consider private market access approaches e.g. Out of Pocket; Private Insurance Companies, Alternative Funding (rare disease))
- Where required, act as cross-functional coordinator for early activities including consolidating cross-functional inputs from Medical and Commercial to support various assessment activities, decision making and early preparation activities

Cross-Functional Coordination of Access Plan

- Support cross-functional creation and execution of integrated access plans
- Partner with Therapeutic Area Leads, Medical, Commercial, Regulatory, Policy, and Field Teams to achieve favourable access outcomes
- Gather and integrate insights from field teams and stakeholders to refine strategies
- Foster effective ways of working within matrix and portfolio environments

Stakeholder Engagement & External Advocacy

- Maintain relationships with payers, health authorities, and access-relevant stakeholders
- Integrate external stakeholder feedback into plan refinement
- Collect, interpret, and channel market insights into access plans

Portfolio Maintenance & Lifecycle Management

- Maintain and evolve the value proposition for in-market brands
- Oversee and support lifecycle access activities (submission renewals, HTA updates, line extensions)

Business Insight and Performance Management

- Provide V&A input into business cases and portfolio decisions
- Monitor access performance using defined Key Performance Indicators (KPIs)
- Share best practices and lessons learned across brands and teams
- Support continuous performance review and optimization

Key Performance Indicators (Suggested priority KPIs **italicized*)

Access Success & Coverage: Proportion of products achieving reimbursement and breadth of payer or institutional access.

Speed to Access: Time taken from regulatory approval to reimbursement or listing decision.

Pricing Performance: Achieved price compared with the approved target price across the portfolio.

Impact of V&A Plans: Revenue and portfolio growth enabled through successful access outcomes.

Quality & Effectiveness of V&A Delivery: on-time delivery of V&A solutions and feedback from internal and external stakeholders.

Ideal Background

Education:

- University degree in life sciences, economics, or related field
- Advanced degree is an advantage but not mandatory

Languages:

- English

Country language required

Experience/Professional Requirement:

Experience / Professional Requirements

- 3-5 years in market access, pricing, or reimbursement roles
- Experience within pharmaceutical or healthcare environment
- Proven exposure to national access or payer negotiations
- Experience across product launch and lifecycle phases

Leadership & Functional Skills

- Strong understanding of pricing and reimbursement systems
- Ability to translate evidence into access value propositions
- Experience working with HEOR (Health Economics and Outcomes Research)
- Solid project and stakeholder management skills

- Analytical thinking
- Ability to lead without direct authority
- Comfort managing complexity and ambiguity
- Influencing skills across internal and external stakeholders

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Дивизион

International

Business Unit

Research

Место

Иордания

Сайт

Jordan

Company / Legal Entity

JOP0 (FCRS = CH024) NPHS RO Jordan

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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