

TA Access Manager

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REQ-10087965
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Казахстан

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

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:

- **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.
- Patient access impact
- Launch excellence
- Portfolio growth
- Stakeholder engagement outcomes
- Organizational capability development

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 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

Marketing

Место

Казахстан

Сайт

Kazakhstan

Company / Legal Entity

KZ03 (FCRS = KZ003) Novartis Kazakhstan LLP

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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