

TA Access Strategy Manager

Job ID
REQ-10089328
Окт. 15, 2026
Египет

Сводка

TA Access Strategy Manager
Location : Cairo

#LI-Hybrid

Are you passionate about improving patient access and creating meaningful partnerships across the healthcare ecosystem? We are looking for a TA Access Strategy Manager to translate market access strategy into impactful solutions that deliver value for patients, customers, and Novartis.

In this role, you will build a deep understanding of customer and healthcare-system needs, develop account and ecosystem plans, and implement value-based access solutions. You will work closely with internal and external stakeholders to overcome access barriers, strengthen Novartis as a partner of choice, and support optimal listing, pricing, and reimbursement outcomes.

About the Role

Major accountabilities:

- Identify, map, engage, and manage key stakeholders across the healthcare ecosystem.
- Translate market access strategies into actionable plans and tailored solutions for strategic accounts.
- Develop and execute integrated patient access and payer plans that support meaningful product differentiation.
- Build trusted partnerships with internal and external stakeholders to address access hurdles and create shared value.
- Analyse healthcare-system trends, customer needs, and multiple data sources to identify and prioritize opportunities.
- Prepare health-economic analyses and support clear, credible external communication.
- Set ecosystem business plans, priorities, and performance objectives, ensuring strong cross-functional alignment.
- Measure, report, and continuously improve the impact of implemented access solutions.
- Anticipate the business impact of current and future legislation in close collaboration with Public Affairs.

Requirements:

- At least three years of managerial experience in the pharmaceutical industry.
- Proven Market Access experience, including developing and implementing access strategies.
- Strong understanding of healthcare-system dynamics, payer environments, reimbursement processes, and commercial principles.
- Excellent analytical skills, with the ability to turn insights into viable strategic options for payers and the business.
- Experience working across functions and delivering with operational excellence in a matrix organisation.
- Strong stakeholder engagement, collaboration, and influencing capabilities.
- An advanced business mindset, clear sense of purpose, and systems-level view of healthcare.
- People leadership or cross-functional project management experience is preferred.

Commitment to Diversity and Inclusion:

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

Novartis is a proud member of the [ILO Global Business and Disability Network](#) and the [Valuable 500](#), promoting the inclusion of people with disabilities in workplaces around the world. We also collaborate with international partners, such as [Disability:IN](#), [Purple Space](#), and [Business Disability Forum](#) to identify and develop best practice solutions to enable people with disabilities to participate as equal members of our organization.

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
General Management
Место

Египет
Сайт
New Cairo
Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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