NOVARTIS

Field Access Lead

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REQ-10083668
Июл. 15, 2026
Китай
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Сводка

带领广东、广西、海南市场准入团队，按照公司准入策略制定区域行动方案实现准入目标。负责与区域内的医保、卫健、药监等利益相关方建立长期合作伙伴关系，最大化优化和塑造准入政策提高患者创新产品的可及性。支持或主导准入项目，搭建沟通平台，实现跨部门合作目标。

About the Role

具体工作内容：

- **医保准入业务：**依据当地政策现状，结合公司准入策略，带领团队制定准入行动方案，建立与医保政策利益相关方信息交流合作渠道，实现最佳的医保准入和支付政策环境目标。一是按公司策略支持NRDL，带领团队制定行动方案并实施，帮助实现NRDL准入目标。二是推动区域内NRDL政策落地；帮助策略产品达到最优待遇政策优化支付流程。三是快速响应和应对医保准入及支付中的各类情况，帮助各团队理解支付管理政策和支付流程。四是最大化省/市级惠民保列名等产品准入机会。
- **招采准入业务：** 按外部政策要求，执行既定招采策略，带领团队按流程及时、准确地执行区域内的各项招采工作，实现价采准入结果最优；具体包括：新产品挂网、省级药品VBP、地市集采、价格联动、招采平台信息维护、推动相关政策优化等。
- **卫生药监事务**：指导团队掌握和理解卫生药监政策动态和进展，争取医药卫生政策环境优化，跟进当地药品监管相关政策。
- **项目及跨部门合作：**带领团队落实当地准入项目，与内外部合作伙伴合作实现政策优化。一是通过有效的日常互动和项目活动等，与区域内的政府相关部门及专家建立良好工作关系。二是及时更新政策信息并进行高质量的解读和分析，为区域内业务策略的制定和执行提供依据。三是为跨部门团队定期政策更新和解读提供支持。
- **团队管理：**指导和监督团队成员在各项工作及日常行为中遵从合规要求，辅导和发展下属准入专业能力。

关键能力要求

- 优秀的团队管理经验，良好市场准入专业能力、政策敏感性和洞察力；
- 优秀项目管理和良好的团队协作能力，缜密的逻辑分析和策略能力；
- 良好的书写和表达能力 。

相关工作经验要求：

- 熟悉广东、广西、海南市场准入环境，敏锐的市场洞察力
- 5年以上医药市场准入工作经历，2年以上带人管理经验

教育背景

- 医药、市场营销、公共事务等领域大学本科及以上学历

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)

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Corporate & Division Services
Место
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Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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