NOVARTIS

Access Field Lead

Job ID
REQ-10091133
Окт. 28, 2026
Украина

Сводка

Access Field Lead is driving the operational execution of local and regional access initiatives, ensuring sustainable product access across key accounts. This role combines direct stakeholder responsibility for the Central Region with leadership of Access Field Managers across other regions of Ukraine.
The Access Field Lead will translate access strategy into clear field priorities, support execution of regional and hospital access plans, and ensure strong collaboration with internal and external stakeholders.

About the Role

Key Responsibilities

- Co-develop and execute regional and hospital access plans for priority products.
- Translate Therapeutic Area access strategies into actionable field activities.
- Identify access barriers and implement mitigation actions.
- Lead stakeholder engagement with hospitals, payers, regional authorities, wholesalers, and private payers in the Central Region.
- Build and maintain trusted relationships with key decision makers and influencers.
- Monitor access status, formulary listings, reimbursement progress, and product positioning across accounts.
- Execute Healthcare System Readiness initiatives.
- Lead, coach, and develop Access Field Managers across Ukraine.
- Set team and individual priorities, objectives, and KPIs in alignment with access strategy.
- Manage performance through regular feedback, coaching, and development planning.
- Ensure accurate CRM updates, activity tracking, KPI monitoring, and timely reporting.
- Consolidate regional insights, identify execution gaps, and drive corrective actions.
- Ensure full compliance with company policies, SOPs, ethical standards, and local regulations.

Key Performance Indicators

- Access achievement in priority accounts.
- Time to access or listing.
- Quality of access and account plan execution.
- Compliance with approved price and positioning.
- Timeliness and accuracy of reporting and system updates.
- Team engagement, development, and retention.

Requirements

- University degree in life sciences, pharmacy, health economics, or a related field.
- Advanced degree in market access or healthcare systems is an advantage.
- 3–5 years of experience in market access, field access, or related healthcare roles.
- Experience working with hospitals, payers, or regional health authorities.
- Understanding of reimbursement, formulary, and tendering processes.
- Experience across product launch and in-market phases.
- Proven experience in leading, coaching, or managing field-based teams; formal line-management experience is preferred.
- Ability to combine direct stakeholder responsibilities in the Central Region with leadership of a geographically dispersed team.

Skills and Capabilities

- Strong understanding of healthcare systems and access pathways.
- Excellent negotiation, stakeholder management, and account planning skills.
- Data-driven approach to monitoring access performance and KPIs.
- Inclusive leadership style with the ability to build accountability and consistent execution across regions.
- Strong prioritization, delegation, decision-making, and conflict-resolution skills.
- Collaborative mindset and ability to work effectively in a cross-functional environment.
- High standards of compliance, ethics, and professionalism.

Languages

- Ukrainian — fluent.
- English — working proficiency.

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Дивизион

International
Business Unit
Other
Место
Украина
Сайт
Kyiv
Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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