

TA Access Strategy Manager

Job ID
REQ-10077071
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Ирландия

Сводка

The TA Strategy Access Manager is responsible for driving commercial growth by identifying and prioritizing Value & Access opportunities across priority brands and the portfolio. The role leads the development and execution of access, pricing, and reimbursement strategies informed by deep healthcare system and payer insights, ensuring sustainable access outcomes across the product lifecycle.

About the Role

Job description

Key responsibilities

- Define and drive national access, pricing, and reimbursement strategies across products and the portfolio in line with brand priorities and lifecycle stages.
- Identify, evaluate, and prioritize Value & Access strategic choices that support commercial growth and sustainable access outcomes.
- Translate global access guidance into locally relevant strategies informed by healthcare system, policy, and payer dynamics.
- Embed Value & Access strategies into integrated brand, portfolio, and account plans through close cross-functional collaboration.
- Generate and deliver high-quality healthcare system, payer, and customer insights to inform portfolio and therapeutic area strategies.
- Monitor external policy, reimbursement, and market changes and integrate learnings into strategy adaptations.
- Collaborate and influence cross-functional stakeholders including Medical Affairs, Commercial, Finance, and Strategic Account teams.
- Build and maintain strong relationships with external stakeholders and represent the organization in access-related discussions and negotiations.
- Support lifecycle management activities including launches, line extensions, pricing reviews, contract renewals, and HTA updates.
- Monitor access performance and milestones using defined KPIs and contribute to continuous optimization and best practice sharing.

Requirements

- University degree in life sciences, economics, or a related field, fluent English and local language, with 5–8 years of experience in market access, pricing, or reimbursement roles.
- Strong understanding of national pricing, reimbursement, and payer systems within the pharmaceutical or healthcare environment.
- Proven experience contributing to access, pricing, or payer negotiations at national or institutional level.
- Demonstrated experience supporting product launches and managing access activities across the full product lifecycle.
- Ability to translate clinical and economic evidence into compelling access value propositions, including collaboration with HEOR partners.
- Strong analytical, strategic, and problem-solving capabilities in complex healthcare system environments.
- Proven ability to influence and align cross-functional stakeholders without direct authority in matrix organizations.
- Effective communication and stakeholder management skills across internal teams and external decision makers.

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>

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Дивизион
International
Business Unit
General Management
Место
Ирландия
Сайт
Dublin (Country President Office (CPO))
Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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