

Head, Field Access – Ontario

Job ID
REQ-10080683
июл 06, 2026
Канада
Available in: English

Сводка

Are you ready to shape the future of healthcare access and transform how innovative therapies reach patients? As Head of Field Access for Ontario, you will play a critical leadership role in building partnerships, influencing policy, and unlocking new access pathways to ensure patients benefit from innovative medicines, including advanced therapies.

In this role, you will lead the transformation of field access, drive strategic engagement with public payers and policy stakeholders, and develop innovative agreements that create value for patients, the healthcare system, and Novartis. You will collaborate closely with cross-functional leaders to accelerate access and deliver meaningful impact across Ontario's healthcare ecosystem.

About the Role

#LI-Remote

Location: Toronto, Ontario

This role is field-based within Ontario. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

This job posting is for an existing position

Key Responsibilities

- Design and lead the provincial strategy with public payers to accelerate patient access to innovative therapies
- Establish and expand strategic partnerships across government and healthcare systems, including new access pathways (e.g., population health models)
- Drive policy engagement and shape a favorable environment for access to innovative medicines, including advanced therapies and rare disease treatments
- Lead complex public payer negotiations and innovative product listing agreements
- Align external insights (policy, HTA, payers, stakeholders) with launch strategies and new product planning
- Oversee execution of access strategies, monitor performance, and adjust direction to ensure impact
- Lead, develop, and coach a high-performing team of Field Access Managers, ensuring strong succession planning
- Identify capability gaps and implement development plans to strengthen access excellence across the team
- Act as a key advisor to national leadership on Ontario reimbursement and access dynamics

Essential Requirements

- University degree in business, economics, or life sciences (advanced degree is an asset)
- Significant experience in market access, government affairs, or policy within the healthcare or pharmaceutical industry
- Strong understanding of the Canadian political, reimbursement, and access environment
- Proven experience leading teams and driving high performance
- Demonstrated ability to manage complex stakeholder environments and negotiations
- Strong business and scientific acumen, with ability to manage complex topics
- Excellent communication skills in English

Desirable Requirements

- Experience in health policy, reimbursement, or HTA
- Background in sales, brand management, or strategic account management

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey – from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team's representatives of the patients and communities we serve.

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

Corporate & Division Services

Место

Канада

Сайт

Field Non-Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Alternative Location 1

Toronto, Канада

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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