NOVARTIS

Access Contracting Manager (Private Hospital Partnerships)

Job ID
REQ-10081600
Jun 23, 2026
Индия

Сводка

Build compliant partnerships with leading private hospitals and hospital chains to improve patient access, accelerate therapy adoption, and deliver measurable portfolio impact through scalable access and contracting models.

About the Role

Onboarding Location-Mumbai, Work Location- Delhi/Bangalore

Key Responsibilities

1. Strategic Hospital Partnerships

- Develop relationships with key private hospital stakeholders, including leadership, procurement, pharmacy, finance, and clinical teams.
- Identify access opportunities aligned to portfolio priorities and patient needs.
- Co-create hospital partnership plans that address access barriers and support portfolio growth.

2. Contracting Strategy & Execution

- Design and execute compliant contracting models tailored to hospital needs and business priorities.
- Develop internal business cases covering patient impact, commercial rationale, financial assumptions, and key risks.
- Ensure effective roll-out of approved contracts with clear timelines, ownership, and performance milestones.

3. Partnership Governance & Performance Tracking

- Monitor contract execution and performance against agreed KPIs.
- Conduct periodic reviews with hospital partners and internal teams to assess impact and resolve gaps.
- Optimize active partnerships for improved access, utilization, governance, and renewals.

4. Cross-Functional Alignment

- Partner with commercial, medical, value & access, finance, legal, compliance, supply chain, and sales teams to enable execution.
- Coordinate approvals, implementation planning, governance, and performance tracking across functions.
- Support field teams with account planning, negotiation preparation, and partnership execution.

5. Insights & Market Intelligence

- Gather insights on hospital procurement, access barriers, competitor models, and private healthcare trends.
- Feed insights into access strategy, portfolio planning, launch readiness, and hospital segmentation.
- Identify scalable partnership models across hospital chains, cities, and priority patient segments.

6. Compliance, Governance & Risk Management

- Ensure all partnerships and contracts follow Novartis policies, local regulations, and approval processes.
- Work with legal, finance, compliance, and procurement to maintain transparent documentation and audit readiness.
- Identify key risks in partnership models and recommend mitigation actions.

Essential Requirements:

- **Experience:** 5–8 years in pharma, healthcare, market access, institutional business, key account management, partnerships, or consulting.
- **Private Hospital Experience:** Experience in working with private hospitals (preferred), hospital chains, procurement, pharmacy operations, and institutional decision-making.
- **Contracting skills:** Experience in negotiations, contracting, business cases, and partnership execution.
- **Commercial acumen:** Ability to connect patient access, portfolio priorities, affordability, and business outcomes.
- **Execution capability:** Strong cross-functional collaboration, analytical skills, stakeholder management, and compliance mindset.

Desirable Requirements:

- Priority hospital partnerships activated and scaled.
- Improved eligible patient access across key institutions.
- Contract performance versus agreed KPIs.
- Timely, compliant execution and governance of contracts.

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverseteams' representative 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

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- Strong cross-functional execution and stakeholder satisfaction.

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Business Unit
Marketing
Место
Индия
Сайт
Mumbai (Head Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
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.india@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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