

Senior Market Access Manager

Job ID

REQ-10073365

Mar 10, 2026

LOC_AU

About the Role

- Implements strategies at a country level, contributes to the timely listings and contract renewals for Novartis brands.
- Interprets payer research results to develop solid insights on explicit and implicit needs of the payers. Leveraging payer's environment knowledge to develop optimal brand pricing and market positioning.
- Delivers high quality, impactful product listing agreements and develops negotiation strategies in collaboration with the Health Policy and Access Team.
- Manage cross functional teams in the development and submission of evidence dossiers to HTA and / or P&R bodies.
- You will have developed expertise on local decision-making processes and uses your expertise to develop innovative pricing and reimbursement models.
- Provides pricing input to launch sequencing and monitoring, with country and region, via governance bodies.

What you will bring to the role:

- Tertiary qualifications in Pharmacy, Health Science or Economics and an advantage would be Post Graduate qualifications in a relevant area.
- Project Management in developing health economic models and conducting evidence generation projects to support HTA's.
- In-depth knowledge of the pharmaceutical market in ANZ, the PBS and industry landscape
- Outstanding communication skills are essential.
- Demonstrated ability to manage several different projects and priorities, as required.
- Experience in the analysis and interpretation of data, including report writing, is essential.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

General Management

Location

LOC_AU

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

FCT_MA

Job Type
Full time
Employment Type
Regular
Shift Work
No
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