

# Manager, Payor, Access & Reimbursement I&A

Job ID

REQ-10072932

Apr 05, 2026

LOC\_IN

## About the Role

### Key Responsibilities:

- - Explore, develop, implement, and scale up solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.
  - Collaborate with Hyderabad and EH leads to ensure comprehensive market, segmentation, and behavioral analyses are incorporated.
  - Work independently, support Lead, build, and cultivate relationships with stakeholders as part of key account strategic management.
  - Experience in analyzing payer data, formulary coverage, and market share to assess and optimize product access across commercial and government payers.
  - Experience in Segment payers based on their policies, formulary positions, and prescription trends, identifying high-potential accounts and key influencers.
  - Knowledge of predictive analytics and machine learning models to forecast payer behaviour, such as formulary changes, policy shifts, or reimbursement trends.
  - Experience in analyzing patient claims data, physician prescribing behaviour, and treatment utilization patterns in response to payer policies and formulary changes
  - Monitor competitor activities, including pricing, formulary status, and payer contracts, to assess their impact on market share and market access strategies.
  - Develop scenario-based models to simulate different deals/ contracts and study the impact of different payer policies on product uptake.
  - Provide analytics support to Novartis internal customers on various high complexity analytical reports.
  - Working knowledge of multiple datasets e.g. LAAD, Xponent, Plantrak, SMART etc. and formulary datasets (MMIT, DRG - Fingertip, etc.), managing and organizing data sets from databases to find patterns and trends in data.
  - Transforming these complex and granular data into actionable insights.
  - Should be able to lead small projects with help of leads and support team member, mentor new member/Intern and develop them to address complex business analytics challenges.
  - Require experience in quantitative analysis with a demonstrated focus in analytics and experience with coding languages (SQL OR Python) to query and extract data. Also, experience with BI tools (PowerBI), working with very large data sets is a plus.
  - Takes initiative to drive standardization of reports across brands.

### Essential Requirements:

- - Sciences, or a related field.
  - 5+ years of experience in analytics, advance analytics, market access, or decision science, preferably in the pharmaceutical or healthcare sector.
  - Strong experience in data analysis, insight generation, and project management.
  - Demonstrated ability to collaborate across global teams and manage multiple priorities.
  - Excellent communication, presentation, and stakeholder management skills.
  - Experience preparing reports, workshop materials, and executive presentations.

## Desired Requirements:

- - Passion and commitment to drive results through unbossed wow and growth mindset
  - Strong communication skills with flexibility to adapt wow for different cultures
  - Strong analytical thinking with problem solving approach
  - Should have exposure to cross-functional/ cultural work environment

## 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>

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Division

DIV\_IU

Business Unit

General Management

Location

LOC\_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT\_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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