

Account Manager Gene Therapy

Job ID

REQ-10080968

Jun 12, 2026

LOC_MX

About the Role

Key Responsibilities:

- Lead the design and execution of an end-to-end strategy to improve diagnosis, education, and access to gene therapy across key accounts in Mexico.
- Map and understand the healthcare ecosystem, including patient flows, treatment pathways, and key decision-makers within centers and networks.
- Drive scientific education and awareness on rare diseases and gene therapy among healthcare professionals and stakeholders.
- Shape the external ecosystem through innovative strategies that strengthen market positioning and accelerate adoption of gene therapy.
- Build and manage strategic partnerships with public and private institutions to improve disease awareness, diagnosis, and access models.
- Collaborate with cross-functional teams and external stakeholders to ensure seamless coordination of treatment processes and patient follow-up.
- Develop deep customer insights and foster long-term relationships with key stakeholders to enable sustainable access and optimal patient outcomes.

Profile:

- Scientific profile with strong stakeholder engagement
- Key Account Manager (KAM) / Market Access / Patient Access roles with ecosystem navigation experience
- Experience in rare diseases, specialty care, or highly complex therapies (gene therapy exposure is a strong plus)
- English Level
- Proven experience in: Healthcare ecosystem mapping (centers, networks, patient flows). Access models / negotiations / public-private partnerships. Launching or scaling innovative therapies (especially in constrained access environments)
- Experience working with: Rare disease patient journeys. Hospital systems / reference centers. Government / public institutions

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

Marketing

Location

LOC_MX

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

FCT_RD

Job Type

Full time

Employment Type

Regular

Shift Work

No

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