

# Payer Liaison Manager

Job ID

REQ-10079394

Jun 09, 2026

LOC\_BR

## About the Role

#LI-Remote

Location: Minas Gerais

This role is based in Minas Gerais, Brazil. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

## Key responsibilities:

- Build and maintain strategic relationships with key stakeholders across private payers, hospital groups, and healthcare influencers
- Map and analyze decision-making processes within the healthcare ecosystem to identify opportunities and barriers
- Develop and communicate strong value propositions aligned with stakeholder needs and healthcare system priorities
- Drive access strategy execution, including mitigation of barriers and advancement of approval processes
- Develop and implement value-based healthcare projects to strengthen partnerships and improve patient access
- Collaborate closely with Access, Medical, and Marketing teams to ensure aligned and integrated strategies
- Monitor market dynamics and stakeholder evolution, adapting strategies to maximize impact
- Influence and engage stakeholders to improve access outcomes, approval rates, and time to access

## Essential Requirements:

- Strong knowledge and understanding of the Brazilian private healthcare system
- Proven experience in stakeholder engagement and relationship management
- Strong strategic and systemic thinking capabilities
- Ability to influence decision-makers and navigate complex organizations
- Strong communication skills, including ability to deliver technical and value-based messaging
- Analytical mindset with ability to generate insights and translate them into action
- Experience managing multiple stakeholders and priorities simultaneously
- High level of ownership, adaptability, and ability to operate autonomously

Desirable Requirements:

- Previous experience in Oncology or specialty care
- Experience working with payers, access strategy, or value-based initiatives

## Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives. We are driven by our commitment to innovation, collaboration, and creating meaningful impact for patients.

## Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

## 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

Strategic Planning & BD&L

Location

LOC\_BR

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

FCT\_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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