

Strategic Access Sr. Analyst

Job ID

REQ-10079986

Jun 09, 2026

LOC_BR

About the Role

#LI-Hybrid

Location: São Paulo, Brazil

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

Key responsibilities:

- Develop and propose access strategies at national and local levels to accelerate reimbursement and patient access.
- Lead brand access strategy in collaboration with cross-functional teams (HEOR, Medical, Pricing, Public Affairs, and Payer Liaisons).
- Build strong relationships with payers and healthcare stakeholders to co-create value-based access solutions.
- Track and analyze market access trends to anticipate barriers and optimize adoption strategies.
- Identify clinical and economic evidence gaps and contribute to integrated evidence generation plans.
- Develop and disseminate brand value propositions to internal and external stakeholders across the healthcare system.
- Support early access programs and innovative access models, including managed entry agreements and outcome-based approaches.
- Ensure alignment and coordination of HTA strategy execution in partnership with cross-functional teams.

Essential Requirements:

- Strong knowledge of healthcare ecosystem and access stakeholders (payers, government bodies, and institutions).
- Experience in market access strategy, HEOR, pricing, or related areas.
- Strategic mindset with strong business acumen.
- Ability to work cross-functionally and coordinate multiple stakeholders effectively.
- Strong analytical skills with ability to synthesize data into actionable insights.
- Ability to influence stakeholders and build trusted relationships.
- Fluent in Portuguese and English.

Desirable Requirements:

- Knowledge of HTA processes and decision-making frameworks (e.g. CONITEC and ANS).
- Previous experience in Oncology or specialty care.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives. We are driven by people, innovation, and a commitment to making a meaningful difference for patients and society.

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

[Apply to Job](#)

Job ID

REQ-10079986

Strategic Access Sr. Analyst

[Apply to Job](#)

Source URL: <https://prod1.jobapi.novartis.com.cn/req-10079986-strategic-access-sr-analyst>

List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10079986-strategic-access-sr-analyst>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Santo-Amaro/Strategic-Access-Sr-Analyst_REQ-10079986
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Santo-Amaro/Strategic-Access-Sr-Analyst_REQ-10079986