

# Commercial Policy & Strategy Manager

Job ID

REQ-10078955

Jun 09, 2026

LOC\_BR

## About the Role

#LI-Hybrid

Location: São Paulo, Brazil

Functional Area: Value & Access / Market Access

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

## Key responsibilities

- Maintain the Integrated Product Access strategy throughout the product lifecycle, clearly articulating payer-relevant product strategy and differentiation (e.g., target population, endpoints, comparators, outcome measures, utility instruments, HEOR data) for payers, patients, and HCS stakeholders worldwide.
- Support countries with payer negotiations, including strategic preparation, value story alignment, and readiness for local decision-making processes.
- Ensure timely delivery of access materials to support countries (e.g., value narratives, payer evidence packages, negotiation-ready content, objection handling, and local adaptation guidance).
- Ensure Access input is reflected in TPPs, clinical programs (including IEPs), BD&L assessments, asset maximization, and indication sequencing decisions.
- Identify evidence, beyond registration studies, required to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies.
- Collaborate with HEOR & PCO to integrate robust HEOR/evidence deliverables into a high-quality cross-franchise access strategy.
- Drive governance across the access community (ways of working, decision forums, escalation paths), and manage Access community budgets.
- Track and improve execution against access outcomes, including management of relevant local systems and processes to secure optimal patient access.
- Ensure compliance responsibilities are met, including reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Oversee compliant distribution of marketing samples where applicable, aligned with local policies and procedures.

## Essential Requirements

- 2+ years of experience in Market Access roles (payer/HTA/reimbursement/pricing/access strategy).
- Experience working early in the drug development lifecycle and/or product launch experience.
- Demonstrated success influencing in a cross-functional, matrix environment with multiple stakeholders.
- Experience driving commercial strategy through Market Access, HEOR, and/or pricing expertise.
- Strong strategic thinking: ability to translate evidence and clinical value into payer-relevant differentiation and access strategy.
- Strong program/project management: ability to deliver high-quality materials on time across multiple workstreams and geographies.
- Data accuracy and structured governance mindset; ability to operate with sense of urgency in fast-moving

environments.

- Strong communication and executive presence; enterprise mindset and pragmatic problem-solving orientation.

## Desirable Requirements

- 5+ years Market Access experience, including global or ex-US exposure and relevant therapeutic area experience.
- Advanced degree (e.g., MBA, PhD, MD, or RPh).

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: Competitive salary, annual bonus, life insurance, home office policy (home office 2x a week), retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access the Novartis Life Handbook:

<https://www.novartis.com/careers/benefits-rewards>

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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Careers: <https://www.novartis.com/careers>

## 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

Other

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

## Commercial Policy & Strategy Manager

[Apply to Job](#)

---

**Source URL:** <https://prod1.jobapi.novartis.com.cn/req-10078955-commercial-policy-strategy-manager>

### List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10078955-commercial-policy-strategy-manager>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://www.novartis.com/careers>
5. <https://www.novartis.com/about/strategy/people-and-culture>
6. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
7. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Santo-Amaro/Commercial-Policy---Strategy-Manager\\_REQ-10078955-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Santo-Amaro/Commercial-Policy---Strategy-Manager_REQ-10078955-1)
8. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Santo-Amaro/Commercial-Policy---Strategy-Manager\\_REQ-10078955-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Santo-Amaro/Commercial-Policy---Strategy-Manager_REQ-10078955-1)