

# Access Field Manager

Job ID

REQ-10078671

Jun 12, 2026

LOC\_CZ

## About the Role

## Key responsibilities

- Develop and execute regional and hospital access plans, translating national strategies into actionable field execution.
- Identify, monitor, and mitigate access barriers while ensuring optimal product positioning and price protection across accounts.
- Drive healthcare system readiness initiatives and participate in stakeholder engagement activities to support access strategies.
- Build and maintain strong relationships with hospitals, payers, regional authorities, and other key stakeholders.
- Map decision-making processes within accounts and use insights to refine access strategies and engagement approaches.
- Lead or support negotiations, tendering, and contracting activities to secure reimbursement and formulary inclusion.
- Collaborate cross-functionally with Value & Access, Medical, Commercial, HEOR/HTA, and Public Affairs to drive aligned account execution.
- Coordinate account plans and support product launch and lifecycle initiatives to ensure seamless execution.
- Monitor access KPIs, track performance, and ensure accurate reporting within CRM systems.
- Ensure compliance with SOPs, regulations, and company policies, including timely reporting of technical and safety-related events.

## Requirements

- University degree in life sciences, pharmacy, health economics or related field; advanced degree desirable; fluent English and required local language; 5–8 years experience in market access or related healthcare roles.
- Experience working with hospitals, payers, and regional health authorities.
- Strong understanding of reimbursement, formulary, and tendering processes.
- Proven experience supporting product launch and in-market phases.
- Strong knowledge of healthcare systems, access pathways, and policy environments.
- Demonstrated stakeholder engagement and negotiation skills.
- Ability to develop and execute structured account plans and access strategies.
- Strong data-driven mindset with experience monitoring performance and KPIs.
- Collaborative working style with the ability to operate effectively in cross-functional environments.
- High standards of compliance, ethics, and professionalism with strong accountability for outcomes.

Benefits & Rewards (applicable for Prague)

Monthly pension contribution matching your individual contribution up to 3% of your gross monthly base salary; Risk Life Insurance (full cost covered by Novartis); 5-week holiday per year; (1 week above the Labour Law requirement) ; 4 paid sick days within one calendar year in case of absence due to sickness without a medical sickness report; Cafeteria employee benefit program – choice of benefits from Benefit Plus Cafeteria in the amount of 17,500 CZK per year; Meal vouchers in amount of 105 CZK for each working day (full tax covered by company); MultiSport Card; Find out more about Novartis Business Services: <https://www.novartis.cz/>

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.

#### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [di.cz@novartis.com](mailto:di.cz@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

## Role Requirements

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Division

DIV\_IM

Business Unit

General Management

Location

LOC\_CZ

Site

Prague

Company / Legal Entity

CZ02 (FCRS = CZ002) Novartis s.r.o.

Functional Area

FCT\_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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