

Sales & Marketing Manager Gene Therapy

Job ID

REQ-10080969

Jun 12, 2026

LOC_MX

About the Role

Major Accountabilities:

- Maintain the Integrated Product Access strategy throughout the product lifecycle which clearly articulates the product strategy and differentiation most relevant to payers (e.g., well-defined target population, clinical endpoints, comparators, outcome measures, utility instruments, Health Economics data), patients, and HCS stakeholders worldwide.
- Support countries for their payer negotiations.
- Timely delivery of the materials in support of countries
- Ensure Access input is reflected in TPPs, clinical programs (including IEPs), BD&L assessments, asset maximization and indication sequencing
- Identify evidence, in addition to registration studies, required to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies.
- Collaborate with the HEOR & PCO team to ensure full integration of adequate HEOR/evidence deliverables in high quality cross-franchise strategy.
- Manage Access community and budgets
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Key performance indicators:

- Reimbursement/listing status, price versus targets, time to reimbursement/access
- Revenue, market availability/access
- Management of relevant local systems and processes to secure optimal patient access

REQUIREMENTS:

Must have:

- 2+ years of experience in market access roles
- Experience working early in drug development lifecycle OR product launch experience
- Cross functional and matrix influential experience across a team of multiple stakeholders
- Experience in driving commercial strategy driven through access or HEOR or pricing expertise

Preferred:

- 5+ years of experience in market access roles
- MBA, Ph.D., M.D. or RPh
- 2+ years global OR ex-US experience
- 2+ years of experience in a relevant therapeutic area

Key Leadership Capabilities required:

- Demonstrates strong communication skills and can influence across a range of diverse stakeholders to drive

Skills:

- Access And Reimbursement Strategy.
- Agility.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

Languages:

- English.

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_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10080969

Sales & Marketing Manager Gene Therapy

[Apply to Job](#)

Source URL: <https://prod1.jobapi.novartis.com.cn/req-10080969-sales-marketing-manager-gene-therapy>

List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10080969-sales-marketing-manager-gene-therapy>
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/INSURGENTES/Sales---Marketing-Manager-Gene-Therapy_REQ-10080969
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/INSURGENTES/Sales---Marketing-Manager-Gene-Therapy_REQ-10080969