

Access Field Manager

Job ID

REQ-10084868

Sep 22, 2026

LOC_AU

About the Role

Access Strategy Execution at Regional and Hospital Level

- Develop and implement regional and hospital access plans for priority products.
- Translate national and Therapeutic Area access strategies into clear and executable field actions.
- Identify access barriers and define practical mitigation plans.
- Monitor access status, listings, and positioning across key accounts.
- Protect agreed price and positioning at regional and hospital level.
- Support the execution of Healthcare System Readiness strategies and stakeholder engagement activities, including participation in healthcare system shaping events such as roundtables.

Stakeholder Engagement and Relationship Management

- Build and maintain trusted relationships with key hospital, regional, payer, wholesaler, and distributor stakeholders.
- Map decision makers and influence pathways within accounts.
- Represent the organization in access discussions and negotiations.
- Gather stakeholder insights to help refine and strengthen access strategies.

Negotiation, Contracting, and Access Delivery

- Lead or support regional and hospital negotiations to secure access.
- Contribute to tendering and contracting activities in partnership with Pricing & Access Contracting.
- Drive timely formulary inclusion and reimbursement outcomes.
- Support early access schemes where applicable.

Cross-Functional Collaboration and Account Coordination

- Collaborate closely with Therapeutic Area Access Strategy, Medical, Commercial, HEOR/HTA, Execution Excellence, and Public Affairs teams.
- Coordinate the execution of account plans and cross-functional projects within accounts.
- Align field activities with launch, lifecycle, and Healthcare System Readiness initiatives.

Monitoring, Reporting, and Compliance

- Maintain accurate account data and activity tracking in CRM systems.
- Monitor access KPIs and account performance in collaboration with local Execution Excellence teams.
- Report technical complaints, adverse events, and special scenarios within required timelines.
- Ensure all activities are conducted in line with SOPs, company policies, and local regulations.

Ideal Background and Experience:

- Strong experience in market access, field access, or related healthcare roles within complex healthcare systems.
- University degree in life sciences, pharmacy, health economics, or a related discipline; advanced degree desirable.

- 5–8 years' experience working with hospitals, payers, regional health authorities, or similar healthcare stakeholders.
- Exposure to reimbursement, formulary, tendering, launch, and in-market processes.
- Strong understanding of healthcare systems, access pathways, and market access dynamics.
- Proven negotiation, stakeholder management, and relationship-building skills.
- Ability to develop and execute structured account plans using data and KPIs to monitor performance.
- Collaborative, accountable, and adaptable, with high standards of compliance, ethics, and professionalism.

Why Join Us?

These new roles offer a unique opportunity to help shape the future of the Value and Access function and make a meaningful impact on patient access. You will be joining a team at an important stage of growth and evolution, working in a highly visible role that connects strategy, external engagement, and execution.

Role Requirements

Division

DIV_IM

Business Unit

General Management

Location

LOC_AU

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd

Alternative Location 1

LOC_AU

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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