

TA Access Strategy Manager

Job ID

REQ-10088145

Oct 02, 2026

LOC_MA

About the Role

Major Accountabilities

Access Strategy, Positioning, and Portfolio Impact

- Define national access, pricing, and reimbursement strategies per product and portfolio
- Identify, evaluate, and prioritize V&A strategic choices that drive commercial growth
- Translate global access guidance into locally relevant strategies
- Ensure V&A strategies are embedded within integrated brand and portfolio plans
- Align access strategies with product lifecycle stages, including launch and line extensions
- Adapt strategies based on healthcare system, policy, and payer dynamics

Insights and Customer Understanding

- Deliver healthcare system and payer insights relevant to the portfolio to inform decisions
- Generate in-depth customer and system insights to shape V&A and Therapeutic Area (TA) strategies
- Embed customer, policy, and system insights consistently across the organization
- Translate insights into actionable V&A strategies and engagement models
- Monitor external environment changes and integrate learnings into strategy updates

Support Cross-Functional Collaboration and coordination

- Collaborate closely with cross-functional teams including Medical Affairs, Commercial TAs, and Finance, Strategic Account teams and Customer Experience roles
- Influence without formal authority to align stakeholders on V&A priorities
- Foster effective ways of working within matrix and portfolio environments

External Stakeholder Engagement and Negotiation

- Build and maintain strong relationships with external decision makers
- Represent the organization in access-related discussions and forums

- Integrate external stakeholder feedback into strategy refinement
- Adjust negotiation approaches based on market and policy context

Portfolio Maintenance & Lifecycle Management

- Support maintenance and evolution of the value proposition for in-market brands
- Oversee and support lifecycle access activities (submission renewals, HTA updates, line extensions)
- Support contract renewals, pricing reviews, and access renegotiations

Business Insight and Performance Management

- Provide V&A input into business cases and portfolio decisions
- Monitor access performance using defined Key Performance Indicators (KPIs)
- Track reimbursement, pricing, and listing milestones
- Share best practices and lessons learned across brands and teams
- Support continuous performance review and optimization

Ideal Background

Education:

- University degree in life sciences, economics, or related field
- Advanced degree is an advantage but not mandatory

Languages:

- English & French
- Arabic is required

Experience/Professional Requirement:

- 5–8 years in market access, pricing, or reimbursement roles
- Experience within pharmaceutical or healthcare environment
- Proven exposure to national access or payer negotiations
- Experience across product launch and lifecycle phases

Functional capabilities

- Strong understanding of pricing and reimbursement systems

- Ability to translate evidence into access value propositions
- Experience working with HEOR (Health Economics and Outcomes Research)
- Solid project and stakeholder management skills

Leadership capabilities and mindset

- Strategic and analytical thinking
- Ability to lead without direct authority
- Comfort managing complexity and ambiguity
- Influencing skills across internal and external stakeholders

Role Requirements

Division

DIV_FI

Business Unit

Other

Location

LOC_MA

Site

Casablanca

Company / Legal Entity

MA03 (FCRS = MA003) Novartis Pharma Maroc SA

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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