

Field Access Manager

Job ID

REQ-10088162

Sep 29, 2026

LOC_EC

About the Role

Key responsibilities

- Develop and execute national, regional and institutional access strategies that support the timely and sustainable inclusion, reimbursement and availability of priority Novartis therapies.
- Identify, map and prioritize key decision-makers across health authorities, public payers, hospitals, pharmacy, procurement, planning and clinical leadership, and implement focused engagement plans in line with compliance requirements.
- Build trusted relationships with strategic public and private accounts to open new opportunities, strengthen institutional inclusion and support sustainable patient-access pathways.
- Lead or support negotiations, tenders, contracting, public procurement and institutional purchasing processes while protecting the value proposition throughout the product life cycle.
- Assess financing, budgeting, formulary, reimbursement and acquisition pathways, identify access barriers and drive practical solutions that accelerate treatment availability for patients.
- Design and communicate evidence-based value propositions that demonstrate the clinical, economic and health-system impact of Novartis solutions.
- Lead cross-functional initiatives without direct authority, aligning Value & Access, Medical, HEOR, Commercial, Public Affairs, Government Affairs, Pricing, Legal and Compliance around shared access objectives.
- Contribute to Healthcare System Shaping initiatives by translating market and account insights into strategic plans that strengthen access and business sustainability.
- Use data, account insights and strategic planning to prioritize opportunities, forecast institutional demand and monitor execution across complex, long-cycle access processes.
- Measure impact through institutional activation, product inclusion in purchasing or budget processes, stakeholder engagement and the number of patients gaining access through formal mechanisms.

Essential Requirements

- Relevant university education, professional proficiency in Spanish, and demonstrated experience in institutional market access, public healthcare, strategic account management, government affairs or institutional KAM roles; depth of experience should be appropriate to the scope of the position.
- Strong knowledge of the Ecuadorian healthcare system, including public-sector financing, budgeting, institutional inclusion, reimbursement, procurement and patient-access pathways.
- Demonstrated ability to identify, prioritize and engage senior stakeholders across MSP, IESS, ISSFA, ISSPOL, hospitals, pharmacy, procurement, planning and clinical leadership, always within required compliance standards.
- Proven negotiation, influencing and executive communication skills, including the ability to lead outcomes without

formal authority.

- Strategic thinking and strong results orientation, with success measured through access generated, institutions activated and patients impacted rather than purely commercial targets.
- Ability to lead cross-functional projects and align diverse internal and external stakeholders in complex, uncertain environments with extended access timelines.
- Strong analytical, data interpretation, opportunity prioritization and strategic planning capabilities.
- Agile learning, respect for differences and a continuous-improvement mindset; therapeutic-area knowledge, HEOR/value analysis, advanced project management, digital tools and AI, and organizational leadership may be developed further in role.

Preferred background: Experience within public health entities, high-complexity hospitals, or consulting focused on access, HEOR or economic evaluation is valuable. Profiles with exclusively traditional sales, medical promotion, distributor or consumer-industry experience and limited institutional healthcare exposure are less aligned with the role.

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.

Role Requirements

Division

DIV_IM

Business Unit

Marketing

Location

LOC_EC

Site

Av. Amazonas (Oncology)

Company / Legal Entity

EC01 (FCRS = EC001) Novartis Ecuador S.A.

Alternative Location 1

LOC_EC

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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