

Access Field Manager

Job ID
REQ-10078671
Июн. 22, 2026
Чехия
Available in: English

Сводка

#LI-Hybrid
Location: Prague, Czech Republic

This role is based in Prague, Czech Republic. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Access Field Manager secures, maintains, and optimizes patient access to priority products at national and hospital levels. The role develops and executes access strategies aligned with Value & Access and Therapeutic Area priorities, engaging key stakeholders to drive reimbursement, formulary inclusion, and sustainable positioning, while ensuring compliance and cross-functional collaboration.

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 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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 \(PDF 30 MB\)](#)

Primary location salary range
Kč986,720.00 - Kč1,832,480.00
Дивизион
International
Business Unit
General Management
Место
Чехия
Сайт
Prague
Company / Legal Entity
CZ02 (FCRS = CZ002) Novartis s.r.o.
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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