Downloaded from <https://www.velvetjobs.com/job-descriptions/market-access-manager>

# Example of Market Access Manager Job Description

Our company is looking for a market access manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for market access manager

* Engage with key customers on market shaping activities shaping tenders to challenge the current lack of value assessment / personalisation / outcomes
* Act as a business partner within the TMTT organization to develop and execute market access strategies
* Through customer insights, anticipate challenges and opportunities and ensure that the brand related MAx strategy is competitive and addresses the changing external environment
* Accountable for delivering brand related value propositions and communication tools (that will drive positive policies, guidelines and funding locally)
* Provide subject matter expertise to support Patient Access Managers in key stakeholder meetings
* To support the Business Franchise in delivering brand related service/patient pathway mapping and solutions generated to improve patient outcomes
* Working cross functionally, leveraging our understanding of the external environment and using our in-depth knowledge of the brand strategy to create new commercial/value offerings for Novartis brands
* Manages the non-audit deviation process to ensure timely documentation and resolution of deviations occurring at external vendors including the SPs/WDs, pathways hub or REMS data aggregator
* Develop & execute Market Access & Pricing and Reimbursement strategies to ensure achieve access objectives & goals for key market brands lead the design pricing strategy and develop environment shaping program based on market situation to ensure access expansion which aligned with affiliate brand objectives and strategy through cross-functional team including Finance, Marketing, Medical and Sales
* Partners with key influencers at the national level such as government officials, policy-makers, clinicians

## Qualifications for market access manager

* In conjunction with Medical, support CIS physicians with respect of clinical research grants and other post-marketing programs, including screening activities
* Experience from several different therapeutic areas preferred
* Have knowledge of the needs and agendas of payers and influencers
* Knowledge of pharmaco-economic principles
* Creates network with all relevant stakeholder groups and influencers to facilitate and optimize market penetration and find new alternate markets
* Create (more) (local) visibility around the (clinical/economical) impact of our products