

Value and Access Head ACC

Job ID
REQ-10052735

7月 28, 2025

Panama

摘要

LI-Hybrid

Location: Panamá City, Panamá

Step into a pivotal leadership role where your strategic vision will shape how patients across the Andean, Central America and Caribbean region access life-changing treatments. As the Value and Access Head, you ' ll drive innovation and equity in healthcare by designing bold access strategies that unlock the full potential of Novartis ' diverse portfolio. This is your opportunity to influence national healthcare systems, forge impactful partnerships, and accelerate the delivery of breakthrough therapies to those who need them most. Join a passionate team committed to reimagining medicine—and make a measurable difference in patients ' lives every day.

About the Role

Key Responsibilities

- Lead the development of innovative patient access strategies across Novartis ' portfolio in the Andean, Central America and Caribbean region.
- Identify and act on opportunities within public and private access environments.
- Shape strategic direction across core therapeutic areas including oncology, immunology, and gene therapies.
- Build integrated strategies using market research, evidence planning, and competitive analysis.
- Accelerate patient access to innovation through ecosystem partnerships and timely execution.
- Design advanced models to optimize account management and resource allocation.
- Drive commercial excellence through forecasting, planning, and performance analysis.
- Co-lead the commercial committee and influence strategic business decisions.
- Strengthen Novartis ' market position through stakeholder engagement and negotiation.
- Continuously enhance access capabilities to maintain competitive advantage in a dynamic market.

Essential Requirements

- Minimum of 10 years of proven leadership experience, including at least 8 years leading other leaders.
- Strong understanding of key market access stakeholders, including payers, government bodies, and associations.
- Demonstrated success in large-scale sales management and strategic marketing roles.
- Proven ability to navigate the evolving dynamics of the pharmaceutical industry.
- In-depth knowledge of pricing, reimbursement, and listing processes.
- Expertise in both government and private payer reimbursement systems.
- Comprehensive understanding of healthcare systems across the Andean, Central America and Caribbean region and their regulatory landscapes.
- Fluency in both English and Spanish, with excellent communication skills.

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>

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Benefits and Rewards: Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门
International

Business Unit
Innovative Medicines

地点
Panama

站点
Panama

Company / Legal Entity
PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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