

Lead Market Access

Job ID
REQ-10057648

7月 29, 2025

Switzerland

摘要

Location: Rotkreuz, Switzerland #LI-Hybrid

Purpose of the role:

The Lead Market Access achieves and secures fast and broad reimbursement and/or alternative routes of cost coverage for the current and future Novartis portfolio. The incumbent drives innovative access solutions in Switzerland to create value for patients, the Healthcare System and Novartis and builds strong professional relationships with internal and external stakeholders.

This role reports directly into the Head Value, Access & External Affairs and is part of the Value & Access and External Affairs team in Rotkreuz.

About the Role

Major Accountabilities

- Lead the Market Access Team to deliver operational excellence in Value & Access initiatives.
- Develop and implement Pricing & Reimbursement strategies to secure optimal launch and in-market access conditions aligned with local and global priorities.
- Contribute to Budget and Strategic Planning with robust qualitative and quantitative insights, including competitive landscape analysis.
- Drive innovative value communication through compelling value dossiers and reimbursement submissions that address unmet medical and payer needs.
- Forecast and simulate financial impacts of legislative changes to assess risks and opportunities (e.g., price cuts, prescribing limits).
- Maintain accurate pricing and reimbursement data in both local and global databases.
- Collaborate with Public Affairs & Healthcare System Engagement to shape a favourable access environment in Switzerland.
- Build strong internal and external networks to co-create reimbursement solutions and overcome access barriers in the Swiss healthcare system.

What you ' ll bring to the role:

- Scientific master ' s degree in pharmacology, molecular biology, medicine, (Health) Economics, or related fields
- Full professional proficiency in English and German, French is considered an advantage
- 5+ years ' experience in at least one stakeholder sector within the pharmaceutical industry
- Experience with reimbursement dossier compilation in Switzerland and negotiation with officials and payers
- Direct leadership experience and ability to clearly articulate direction
- Proven ability to understand and clearly communicate scientific and economic topics
- Financial experience, understanding of the commercial principles underpinning the pharmaceutical market
- Solid knowledge of national healthcare, regulatory environment, of drug P&R and listing process as well as knowledge
- Ability to develop trust-based relationships with government officials, regulators and other key stakeholders, strong negotiation and analytical skills

*** Due to the summer holidays, our application review process is scheduled to begin mid/end August. We appreciate your patience and understanding, and we look forward to carefully reviewing your application soon.***

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>

Disclaimer*: Some restrictions on flexible working options may apply and will be discussed during interview if applicable

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>

Commitment to Diversity and Inclusion / EEO:

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 diversity.inclusionch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:
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部门

International

Business Unit

Universal Hierarchy Node

地点

Switzerland

站点

Rotkreuz (Office-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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