

Field Value Access Partner

Job ID
REQ-10061163

9月 02, 2025

Portugal

摘要

1. Optimize access, accelerate time to treatment and minimize formulary listing and NHS HCS barriers with focus on ensuring and broadening access, as well as the best possible position of recommendation for Novartis products.
2. Engage and develop a differentiated field value access strategy for key stakeholders at the National Commission of Pharmacy and Therapeutics ("CNFT") to demonstrate the value of Novartis medicines.
3. Tailor and actively communicate on product key value messages and economic evidence, including value communication tools and budget impact simulators.
4. Ensure that the necessary funding, healthcare infrastructure and NHS HCS readiness is in place to optimize the adoption of new health technologies.

About the Role

Major accountabilities:

- Execute value proposition focus on the economic dimension and on the value for patients and the healthcare system that Novartis products bring and disseminate it to payers and other key access stakeholders.
- Guarantees value demonstration and execute the value proposition of Novartis products to the stakeholders' groups.
- Support the development/update of a stakeholder strategy for our priorities in close cooperation with direct peers, business leaders and medical and account teams (strong X-functional way of working).
- Prepare and execute strategic action plans per access stakeholder group in coordination with commercial and medical field teams. Share insights generated from the healthcare system.
- Contribute to mapping / profiling of Access & Pharmaceutical experts in line with segmentation.
- Engage with Access & Pharmaceutical Experts and "CNFT" to educate on the economic dimension and on the value for patients and the healthcare system that Novartis products bring, with a field allocation of at least 60%.
- Inform and shape access strategy by collecting impactful insights from Access & Pharmaceutical Experts and "CNFT".
- Build and leverage strong networks to advocate the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.
- Use insights to optimize the positioning and value proposition messaging of Novartis products.
- Identify what are the existing barriers, suboptimal healthcare infrastructures and opportunities to access new healthcare technologies namely through improving NHS capacity such as screening, diagnosis, referral and treatment, and follow-up.
- Influence the organization internally by bringing insights on HCS challenges and needs and translate it into business opportunities. Provide tailored information and advice to internal customers to ensure tailoring of solutions/services to respond to healthcare system needs and challenges.
- Develop and sustain strong working relationships with NHS HCS stakeholders, cross-functional teams and field teams to ensure alignment and message consistency with brand strategic imperatives.
- Partner with account teams to gather the relevant data and insights namely customer needs and issues/opportunities for value-based solutions
- Identify barriers to overcome and work with the access team internally to find the most appropriate value messages and/or tailored access programs.
- Implement access programs, namely Outcomes Based Contract Management Models (OBCMs), Managed Entry Agreements (MEAs) and Value-Based Care Agreements (VBCAs) as well as capacity access build programs.

Key performance indicators:

- Positive formulary listing
- Optimized time to treatment
- HCS capacity increased
- HCS readiness and funding secured
- Quality and impact of value communication
- Revenue, market availability/access
- Quality and capacity to establish advocacy in decision makers and influencers who are important
- Evidence of out-of-box access thinking

- Feedback from internal and external stakeholders

Minimum Requirements:

Work Experience:

- Experience in access or similar function in pharmaceutical companies (Min. 3 years).
- Proven ability to lead in a matrix environment.
- Experience in implementing innovative tools is preferred
- Knowledge of Health economics
- Understanding of Hospital healthcare system, pharmaco-economy pricing, reimbursement, HE&OR and listing processes
- Strong communication and stakeholder engagement
- Strong skills of problem-solving, strategy planning, and execution

Skills:

- Ability to clearly communicate scientific and economic topics
 - Knowledge in Health Economics
 - Scientific background
 - Excellence in execution
 - Market, customer and competitor expertise

Languages :

- Local language
- English.

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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部门
International

Business Unit
Innovative Medicines

地点
Portugal

站点
Sintra

Company / Legal Entity
PT05 (FCRS = PT005) PT Pharma

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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