

## Country Value & Access Head

Job ID  
REQ-10063819

10月 02, 2025

Romania

### 摘要

#LI-Hybrid  
Location: Bucharest, Romania

Relocation Support: This role is based in Bucharest, Romania. Novartis is unable to offer relocation support: please only apply if accessible.

Step into a pivotal leadership role where your expertise will shape the future of healthcare access in Romania. As Country Value & Access Head, you'll build influential partnerships with key decision makers and drive innovative strategies that bring life-changing therapies to patients faster. Your work will directly impact Novartis' mission to deliver value-driven solutions, support government cost-containment goals, and champion cross-functional collaboration. If you're passionate about making a real difference in people's lives while leading a high-performing team, this is your opportunity to create lasting impact.

## About the Role

### Key Responsibilities

- Lead and develop the performance of Value & Access teams across the country.
- Oversee preparation and submission of regulatory and health technology assessment documents.
- Anticipate market access needs and adapt global strategies for pipeline and existing products.
- Foster collaboration between pricing, medical listing, and health economics to support local value propositions.
- Drive market access contract negotiations and outreach for the product portfolio and broader business initiatives.
- Build and maintain strong relationships with payors, patients, and policy makers; support healthcare system strengthening.
- Partner with stakeholders to co-create innovative access solutions for Novartis and external partners.
- Monitor political, regulatory, and legal environments to advise on impacts and identify new business opportunities.

### Essential Requirements

- Postgraduate degree in sciences, business administration, health policy, health economics, or a related field.
- Fluency in English, both spoken and written, and proficiency in the local language.
- At least 10 years of experience in the pharmaceutical industry.
- Minimum 5 years in value and access, with proven senior leadership experience.
- Demonstrated success leading cross-cultural or cross-country teams and achieving business goals.
- Advanced knowledge of the pricing and reimbursement environment in Romania.
- Expertise in price management, price negotiation, and payer evidence requirements.
- Strong understanding of health economics and outcomes research needs.

### Commitment to Diversity & Inclusion:

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

### Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

### Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

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

Romania

站点

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area

Market Access

Job Type

Full time

Employment Type  
Regular

Shift Work  
No

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