

## Value & Access Executive Director, SERCE Cluster

Job ID  
REQ-10064016

10月 07, 2025

Switzerland

### 摘要

Reporting to the Region Europe V&A Head, with a dotted line to the Cluster Head, the ED is an active member of both the SERCE leadership team and the Region Europe Access leadership team and provides strategic direction to access leaders in each cluster country.

The Executive Director, Value and Access for the SERCE Cluster leads the value and access function across the cluster, driving excellence in market access, pricing, & reimbursement. This senior leader is responsible for executing integrated access strategies to ensure optimal patient access to innovative medicines, aligning with International and Regional priorities while adapting to local market dynamics. The role also focuses on building and developing high-performing teams, fostering cross-functional collaboration, and shaping the external environment to support sustainable access.

### About the Role

## Key Responsibilities:

- Roll-out of the V&A deliverables to cluster countries and work in close collaboration with International V&A and the Region Europe V&A team. Improve the collaboration with International V&A to ensure the needs of Cluster countries are communicated early on to help shape market access strategies, including HEOR.
- Utilizes sound understanding and knowledge of local healthcare systems to support countries in development and execution of V&A strategies.
- In close collaboration with International Pricing, chairs the Cluster pricing governance approval process. Partners with Medical Affairs, Commercial, Regulatory, Public Affairs, Communications & Patient Engagement to ensure robust launch readiness plans and integrated approaches to access.
- Build and maintain relationships with key external stakeholders (payers, HTA bodies, government agencies, patient organizations) to advocate for patient access and shape policy.
- Monitors and influences healthcare policy developments impacting access, collaborating with public affairs to create a favorable access environment.
- Represent Novartis in external governmental, payer, HTA, and patient advocacy forums, actively promoting access-related initiatives, shaping evidentiary standards, and supporting innovation in market access and patient outcomes through education and policy engagement.
- Accountable for access performance management, incl. metrics & KPIs being updated and relevant, and that are being tracked and impacted at each cluster country level with appropriate International support for all therapeutic areas.
- Role models ethical standards and contribute proactively to a credible image for Novartis in the Cluster. Leads and develops the value and access team, fostering leadership, talent, and critical capabilities across the cluster.
- Optimizes Value and Access resources and allocation: Advocates early resourcing where and when appropriate, while ensuring cost adherence in spend of V&A activities and resourcing. Ability to articulate and defend priorities and needs of access with strong influencing skills.
- Ensures all access activities adhere to governance, compliance, quality, and ethical standards.

## Essential requirements:

- At least 15 years of experience in the pharmaceutical industry, with significant senior leadership experience in market access, pricing, reimbursement, or health policy.
- Advanced degree in life sciences, health economics, public health, or related field; business qualification (e.g., MBA) is desirable.
- Experience in both country and regional/global roles; strong knowledge of key European markets and HTA-based systems.
- Proven track record in developing and executing access strategies and leading cross-functional teams.
- Strong business acumen, superior leadership, and influencing skills.
- Strategic and enterprise thinking, with flexibility to manage complexity.

Location: This role is based in Basel, Switzerland

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部门  
International

Business Unit  
Universal Hierarchy Node

地点  
Switzerland

站点  
Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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