

V&A Director, NPP and HCS Readiness APMA

Job ID
REQ-10064519

10月 29, 2025

Singapore

摘要

The V&A Director, NPP and HCS Readiness APMA will impact millions of patients by reimagining how Novartis brings new products across APMA. This leader will drive focus on early launch planning to enable countries to plan and resource according to strategic fit and pipeline prioritization, and enhance the way we engage with healthcare systems and patients to optimize launch readiness, accelerate access and uptake to Novartis innovation, create value within the health system, enable better patient outcomes and provide strategic input into relevant Global teams. Countries will be guided on standardizing how priority assets are evaluated, monitored and prioritized to compliment faster, broader patient access.

About the Role

Major accountabilities:

- Establish and operationalize the New Product Planning (NPP) process within APMA.

Streamline and simplify decision making with focus on innovation for priority pipeline assets

- Prioritize NPP evaluations within focused markets to contribute towards relevant Global inputs (Global V&A Council, Regulatory, Pricing etc.)
- Curate strategic insights into the pain-points, priorities and opportunities of healthcare systems within APMA to inform early system engagement, policy and market shaping activities in preparation for launch
- Leverage new sources of funding and a customer-centric approach to optimize coverage and affordability, to understand what health systems need to serve their population today and fiscal modeling to shape policy and funding availability for drugs to help health systems serve the needs of populations tomorrow
- Accelerate new engagement approaches and partnership frameworks across the healthcare ecosystems, in a more systematic and sustainable manner and to shape healthcare policy and budget prioritization to reduce the health equity gap.
- Drive best practice sharing across the APMA region and beyond to support countries in rapidly scaling up successful partnerships
- APMA has a vision to transform how we improve overall patient health and address population health needs for the future by collaborating with healthcare system partners early, to define and build access models that lead to a Triple Win for patients, healthcare systems and Novartis

This leader must operate with a customer-centric and growth mindset to define new ways of working and experiment in driving access innovation to bring increased value to patients and healthcare systems. This role will be responsible for partnering across new products, centers of excellence and countries to facilitate the operationalization of the strategy and execution of tactics

Key performance indicators:

- New Product Planning
 - Establish and operationalize the NPP process within APMA
 - Collaborate with Cross Functional teams to assess APMA priority assets prior to launch

- Provide recommendations to the Country and Regional executive team, ensuring decisions and plans are informed by understanding prevalence / incidence, patient journey, diagnosis, treatment rates and practices, prevailing reimbursement conditions, competitor landscape (including organizational resourcing), current pricing and market landscape, alongside clinical and non-clinical unmet needs / barriers

- Work with countries on the Go To Market Model defined by archetype and launch recommendations to consequently inform country resourcing strategy

- HCS Partnerships

- New partnership agreements across APMA with a focus on key strategic growth products

- Alternative funding for Novartis products to reach twice as many patients, or twice as fast compared to traditional approaches

Minimum Requirements:

Work Experience:

- At least 7 years pharmaceutical access and commercial experience successfully launching innovative products and driving growth of multiple products
- Strong background in systems thinking, combining pragmatic understanding of healthcare business models with clinical reimbursement and access criteria - ability to think within, as well as beyond, the system
- Prior experience and success in developing relationships and partnering with healthcare system stakeholders and key influencers
- A strong track record in developing new access models in healthcare and approaches towards accelerating patient/customer adoption and uptake

Entrepreneurial and growth mindset: innovation, creativity and out-of-the-box thinker. Agile way of working. Organizational savvy and matrix collaboration with customer-in focus

Skills:

- Access And Reimbursement Strategy.
- Agility.
- Analytical Skill.

- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Influencing Skills.
- Innovation.
- Inspirational Leadership.
- Lcm Strategy.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Pricing Strategy.
- Process Management.
- Product Launches.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Results Oriented.
- Risk Management.
- Stakeholder Engagement.
- Strategic Partnerships.
- Value Propositions.

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
Universal Hierarchy Node

地点
Singapore

站点
Mapletree Business City (MBC)

Company / Legal Entity
SG90 (FCRS = SG015) Novartis Asia Pacific Pharmaceuticals Pte. Ltd

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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