

Value & Access Manager

Job ID REQ-10064865

10月 17, 2025

Malaysia

摘要

As Value and Access Manager, you will lead the implementation of a sustainable Patient Access strategy at a local level and collect and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

This is an opportunity to create brand value optimization, involve in policy shaping and lead engagement of high-level stakeholders; secure funding/ increase disruptive access at hospitals, states and country level.

About the Role

Major accountabilities:

• Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.

- Has deep understanding of customer needs provide early relevant input into local product development decisions.
- Provide analytical rationale for Business Cases. Maintain and update all relevant P&R tools and systems.
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactful business recommendations.
- Build and leverage strong networks and relationships with key customers, key opinion leaders
 and individual and institutional key decision makers, to optimize the positioning and
 messaging of Novartis products and facilitate the co-creation of value propositions with
 customers.
- Lead the local input to both global and local Pricing
- · Adapt Global Healthcare Economics models to accurately reflect local environments
- Good negotiation skills and ability to support (& understand from commercial point of view) tender/deal with the region

Minimum Requirements:

Work Experience:

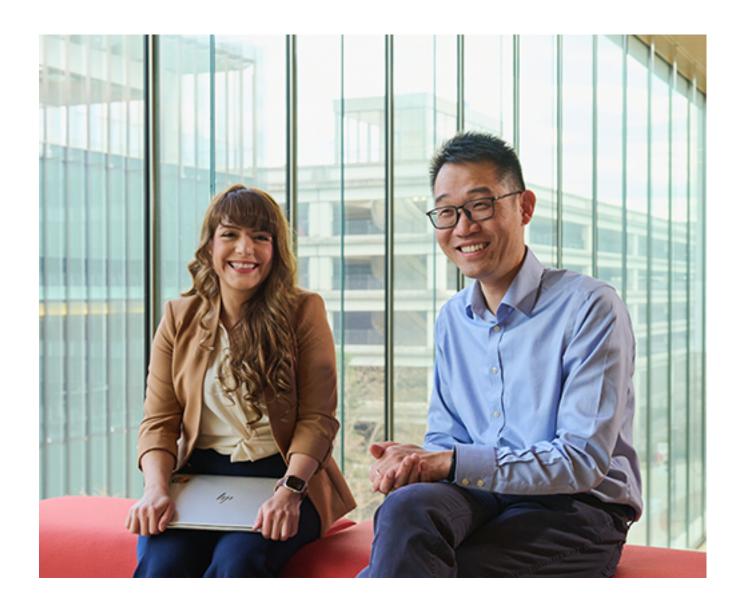
- Degree in Life Sciences, Pharmacy, Biomedical or other related discipline.
- Understanding of National Health Care, regulatory environment of drug P&R and Listing processes
- Experience with reimbursement dossier compilation
- Proven ability to understand and clearly communicate scientific and economic topics
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.
- Digital & Technology Savvy

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 Malaysia
站点 Selangor
Company / Legal Entity MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)
Functional Area Market Access
Job Type Full time
Employment Type Regular
Shift Work No
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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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