

Value Access Lead (temporary - 12 months)

Job ID
REQ-10065099

10月 17, 2025

Portugal

摘要

Develop and implement pricing & reimbursement strategies and/or alternative access routes to achieve fast, broad and sustainable access to Novartis products across the portfolio, including Outcomes Based Contract Management Models (OBCMs), Managed Entry Agreements (MEAs) and Value-Based Care Agreements (VBCAs).
Build a value-proposition to strengthen positioning and messaging of Novartis products and access solutions, allowing rapid and broad uptake our products.
Develop and execute HE&OR projects to generate evidence for Novartis products.

About the Role

Major Accountabilities

- Develop and implement pricing &reimbursement and access strategies with the highest standards of operational excellence, in alignment with the local leadership and regional/global teams.

- Proactively monitor the external environment, customer needs and competitors to identify access opportunities and provide input regarding Value & Access strategy into local brand/account plans, financial planning and business decisions.
- Anticipate business impact of current and future legislation in close collaboration with Public Affairs and provide input into policies and industry association on relevant topics to contribute to a favorable business environment.
- Identify and address relevant data gaps in collaboration with local RWE, local Medical and regional/global Value & Access functions.
- Develop and execute HE&OR evidence strategy, including disease burden, outcomes of healthcare interventions, social impact, cost-effectiveness analysis (CEA) and budget impact analysis (BIA).
- Secure the adaptation of Global economic models (namely cost-effectiveness and budget impact) to accurately reflect local requirements.
- Publishing on-time key HE&OR evidence to evaluate CEA and social disease burden and healthcare system with both Global and local colleagues.
- Identify and overcome access hurdles, and leverage opportunities to create value for patients, the healthcare system and Novartis, by building strong professional relationships with internal and external stakeholders.
- Collaborate with cross-functional colleagues of both Global and local (RWE and Medical) to optimize package to differentiate Novartis products and to demonstrate the value of the product.
- Provide analytical rationale and assumptions for the internal product pricing and access Business Cases with deep understanding of the market dynamics, opportunities and challenges, with the support from Pricing team. Drive the negotiation of these Business Cases, including getting endorsement from local and region/global functions.
- Evolve, maintain and update all relevant P&R tools and systems to enable accurate, efficient, and reliable data handling and processes.
- Create insightful reports that translate outputs of analysis of relevant data and reimbursement strategy as well as competitor products into impactful business recommendations.
- Manage alignment within cross-functional teams (e.g., medical, marketing, finance, region/global functional teams) and build strong networks with external stakeholders (e.g., authorities, relevant associations, access/HE&OR experts)
- Support local Pricing for Annual Price Revisions.

Performance Indicators (KPIs)

- Achievement of Novartis local P&R, price versus targets & time to reimbursement/access
- Timing& Quality of submission Dossiers/Processes

- Revenue, market availability/access
- Shortening product(s) time to market and time-to-market compared with the benchmark with other Portuguese pharmaceuticals
- Improvement/expansion of patient access
- Feedback from internal and external stakeholders

Education & Qualifications

University degree in Health Economics; Health Management, Science or health care related

Experiences and requirements

- Minimum of 2 years of experience in Market Access.
- Experience with HTA processes and knowledge of reimbursement and HE&OR processes
- Experience in problem solving and designing solutions to meet different stakeholders needs
- Strong understanding of pharmaco-economy, pricing, reimbursement and listing processes
- Strong analytical and negotiation skills, accompanied with the ability to understand and clearly communicate scientific and economic topics
- Ability to develop trust-based relationships with government officials and other external and internal key stakeholders

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
Temporary (Fixed Term)

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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