

Director, Atherosclerotic Cardiovascular Disease (ASCVD)

Job ID
REQ-10065314

11月 14, 2025

Switzerland

摘要

The International Value & Access (V&A) Director, ASCVD, is responsible for co-developing innovative and winning market access strategies, optimizing the payer value proposition and access-relevant evidence packages for Atherosclerotic Cardiovascular Disease (ASCVD) asset(s). The Director will develop and implement transformative access solutions supporting the ASCVD disease area, maximizing the value of ASCVD assets across priority geographic markets (CN, DE, JP), major HTA archetypes (e.g., UK/CAN), and Budget Impact archetypes (e.g., Italy/Spain).

The Director will also ensure timely and high-quality access inputs into Integrated Evidence Plans (IEPs), Integrated Product Strategies (IPS), and asset maximization efforts, fostering collaboration internally and externally to drive innovation and shape the future of ASCVD care. The role may require that launch/in-line asset payer evidence requirements and access needs are shared in follow-on, pipeline asset Target Product Profiles (TPPs), clinical development plans, and integrated product strategies.

About the Role

Key Responsibilities:

- Develop and operationalize the Integrated Product Access Strategy (IPAS) for ASCVD asset(s), creating and championing a compelling and competitive international strategic vision to enable successful access and reimbursement across key markets.
- Collaborate across cross-functional partners (TA, Pricing, HEOR, PCO, Development, and Commercial) to ensure ASCVD asset differentiation is clearly defined, and evidence packages meet payer, patient, and healthcare system expectations.
- Ensure that at launch, ASCVD asset(s) are supported by a robust payer value proposition—including a clear “value for money” story, a strong evidence package, and a pricing strategy maximizing both brand value and patient access.
- Guide the development of HEOR deliverables (e.g., cost-effectiveness models, budget impact models, real-world evidence plans, and quality-of-life studies) to support international and local access needs.
- Collaborate with the HEOR & Pricing teams to integrate evidence and pricing considerations into the access strategy, ensuring relevance to priority markets.
- Define payer evidence requirements and anticipate access opportunities and risks in key Tier 1 and Top 11 markets. Develop and provide a comprehensive “access toolbox” to guide local market access activities, pricing submissions, and payer negotiations.
- Partner with Clinical and Development teams to ensure access considerations are embedded in ASCVD asset later-stage clinical program, indication sequencing, and life-cycle management.
- Stay abreast of internal and external developments, health policy trends, and payer expectations in major HTA and budget impact archetypes to anticipate market evolution and inform strategic decisions.
- Collaborate with internal policy and development functions to ensure consistent, access-optimal approaches to shaping ASCVD asset’s value story and evidence generation. Disseminate ASCVD asset’s health system value and patient benefit through international fora, publications, and policy partnerships where appropriate.
- Lead and manage the International Access community, ensuring collaboration, knowledge sharing, and strategic alignment across regions and countries.

Essential requirements:

- 5+ years of experience in market access, pricing, or HEOR roles within the pharmaceutical industry.
- 2+ years of international or ex-US regional experience.
- Experience working early in the drug development lifecycle and integrating access needs into development plans.
- Proven product launch experience, ideally in a cardiovascular or metabolic therapeutic area.
- Demonstrated ability to influence and collaborate across cross-functional, matrixed organizations.
- Expertise in access, pricing, or HEOR strategy development and execution.

Desirable requirements:

- Advanced degree (MBA, Ph.D., M.D., Pharm.D., or M.Sc. in Health Economics or related field). Experience in cardiovascular or chronic disease therapeutic areas.
- 7+ years of experience in market access or related functions. 5+ years of international or ex-US experience; ex-US country launch experience strongly preferred.

Location: This role is based in Basel, Switzerland

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部门
Finance

Business Unit
General Management

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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