

Value & Access Manager

Job ID
REQ-10068866

12月 17, 2025

Sweden

摘要

#LI-Hybrid
Location: Stockholm, Sweden.

This role is based in Stockholm, Sweden. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Are you ready to join one of the world ' s leading pharmaceutical companies and help ensure that patients in Sweden gain access to innovative, life-changing medicines?

The Value & Access manager (VAM) is responsible for identifying and finding solutions to access related challenges and opportunities (e.g., HTA, reimbursement and pricing/tendering), and to work cross-functionally to secure development of best possible access.

The VAM will identify, initiate and support access projects like HTA and reimbursement needs and actively engage in the development of the HTA dossier through engaging with the Nordic HEOR team.

Critical to success in the role will be to ensure solid cross functional collaboration and high standard HTA pre-work, submissions and follow up with HTA body.

The VAM role is primarily office based however customer-facing activities should be expected.

This position reports to the Value & Access Director Sweden.

About the Role

Key Responsibilities:

- Pricing: Key responsible person for tasks related to tendering and pricing; the latter also including price applications, identify and drive possible innovative price agreements and managed entry agreements at national or regional level.
- Proactively identify pricing and tendering challenges and opportunities with local cross-functional team and find appropriate solutions to secure optimal outcome of all tenders and price renewals for key brands. Maintain pricing databases and all documents/files/contracts related to pricing, negotiation and tendering.
- HTA and reimbursement: Key responsible person to initiate HTA discussions with HTA bodies and to follow up an HTA dossier submitted for reimbursement. Responsible for optimization of an HTA dossier: Through early access analyses, identify opportunities and risk, and to ensure mitigation plans are in place and executed.
- Responsible to identify and align a submission strategy with Value and Access Director and HEOR manager, secure country HTA needs are included in dossier, HTA strategy is followed both regarding dossier development, and partnering with key external stakeholder.
- Drive market readiness. Proactively identify access opportunities with local and Nordic cross-functional team and find appropriate solutions to secure optimal outcome in all HTA and reimbursement submissions.
- Value propositions: Process owner in the development of payer related value propositions (e.g., NGE- materials with payer value stories) for key brands. Training and communication of value stories internally and if relevant, externally.
- Inspire and role model excellence. Strategic-oriented, results & growth driven and customer-focused culture, fostering innovation, and building best-in-class teams that fully exploit all market opportunities.
- Rigorously role model and foster unbossed, inspired & culture.

Essential Requirements:

- Education: Bachelor's or Master's Degree.
- Min. 3-5 years of experience in HTA dossiers and/or national managed entry negotiations.
- Proficient Swedish and English, both written and spoken.
- Strong understanding of the Swedish system.
- Project management.
- Cross functional collaboration.
- Strong negotiation skills.

About Novartis:

Novartis is a leading pharmaceutical company renowned for its innovation. We pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Sweden. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

What we offer:

- Competitive salary, annual bonus and pension scheme
- Health insurance
- Flexible working arrangements
- Subsidized lunch facilities
- Inclusive work environment, many social activities and a highly active social committee

Commitment To Diversity & Inclusion:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit
Marketing

地点
Sweden

站点
Kista

Company / Legal Entity
SE06 (FCRS = SE006) Novartis Sverige AB

Alternative Location 1
Kista (Sandoz), Sweden

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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