

## Director International Value & Access, NS

Job ID  
REQ-10074455

3月 31, 2026

Switzerland

### 摘要

#LI-Hybrid

Location: Basel, Switzerland

We are currently looking for 2 associates to join our team.

Within Neuroscience our ambition is to create a transformational impact for people living with severe neurological conditions and their caregivers by discovering, developing and delivering innovative medicines that change the course of disease progression.

We are now looking for an International Value & Access Director to lead our global strategy for the neuromuscular therapy pipeline. In this pivotal role, you will be responsible for developing and implementing strategies that ensure patients in the International region can benefit from our groundbreaking therapies.

Access Directors are dedicated to co-developing innovative and winning market access strategies,

optimizing the payer value proposition and access-relevant evidence packages for assets, in partnership with the CLS and cross-functional teams.

They develop and implement transformative access solutions serving strategic disease areas (DAs) and maximizing Novartis assets, with focus on our priority geographic markets, major HTA archetypes and Budget Impact archetypes needs and feasibility.

The position reports to the Head Access Neuroscience Int.

## About the Role

### Key Responsibilities:

- Develop and operationalize the Integrated Product Access strategy. Create and champion a compelling international strategic vision to expand access for patients, healthcare systems, payers, and Novartis
- Lead internal and external forums to enable country insights, alignment, and pressure test access strategies and evidence feasibility. Develop the international integrated product access strategy (IPAS) with Therapeutic Areas to deliver product differentiation most relevant to payers, patients, and HCS stakeholders worldwide.
- Ensure robust payer value propositions at launch, including value for money narrative, evidence packages, and lifetime pricing strategy (including existing and future evidence to justify price) and the reputation of Novartis.
- Ensure expert access and value evidence input into target product profiles, clinical programs, business development, and develop any additional non-registration evidence to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies.
- Collaborate with the Health Economics and Outcomes Research (HEOR & PCO) team to ensure full integration of adequate HEOR/evidence deliverables in high quality cross-franchise strategy. Ensure appropriate focus on priority markets needs into overall strategy.
- Determine payer evidence requirements, risks/opportunities in the access landscape and create compelling access strategy with the TA and provide the “access toolbox” to share with priority markets, major HTA archetypes and Budget Impact archetypes.
- Maximize value of Novartis assets by creating and executing, together with TAs & pricing team, winning pricing strategies, global pricing guidance, incl. managed entry agreements (MEAs), and patient support programs (PSPs), rigorous international pricing governance.
- Collaborate with Strategy and Growth (S&G) and Development to drive consistent and access optimal approaches to product shaping, value propositions, and healthcare system value creation.
- Manage Access community and budgets. Effectively work in matrix balancing cross-functional perspectives and alignment with business priorities against flexible resourcing.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt. Distribution of marketing samples (where applicable)

## Essential Requirements:

- 5+ years of experience in market access roles, including 2+ years global or ex-US regional experience.
- Rare disease product launch experience.
- 2+ years of experience in the relevant therapeutic area.
- Cross functional leadership experience across matrix organization.
- Strong communication skills and ability to influence across a range of diverse stakeholders to drive change.
- Competitive and entrepreneurial mindset with proven track record of fostering innovation.

## Desirable Requirements:

- 7+ years of experience in market access roles, including 5+ years global or ex-US regional experience
- Strong external network with thought leaders and influencers in the payer and HTA environment

## Accessibility statement for Switzerland

Switzerland Accessibility and accommodation Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [diversity.inclusionch@novartis.com](mailto:diversity.inclusionch@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Benefits: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity & Inclusion: Novartis is 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: Learn about all the ways we ' ll help you thrive personally and professionally.  
[Read our handbook \(PDF 30 MB\)](#)

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||  
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =  
document.getElementById("kalturaplayer69cc6b9217885743832743"); var mediaContainer =  
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";  
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
```

```

parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth > 0) var config = { targetId:
"kalturaplayer69cc6b9217885743832743", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom ' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over ' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };

```

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } }); }); }); } catch (e) { console.error(e.message) }

```



**VIDEO**

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