

Value and Access Head, Immunology & Neuroscience, LACan region

Job ID
REQ-10077159

5月 28, 2026

USA

摘要

The Region Value & Access (V&A) Therapeutic Area Head oversees the regional execution of V&A strategies for the assigned Therapeutic Areas - Immunology and Neurology, ensuring alignment with international strategies and country needs. Through extended membership of Integrated Product Access Teams, Regional TA influences the development of V&A strategies for the markets within the LACan region (Latin America and Canada). The role drives access readiness, pricing and lifecycle inputs, and cross-country collaboration to secure timely, sustainable and value-based patient access. It builds V&A capabilities, ensures strong performance management, and supports high-quality Launch Readiness Review (LRR) preparation. This role also partners closely with regional and country teams such as Medical, Commercial, Public Affairs, and other functions, to address access barriers, shape the external environment, and enable coherent regional execution.

About the Role

#LI-Hybrid

This position will be located at the East Hanover, NJ site and will not have the ability to be located remotely. This position will require travel as defined by the business (domestic and/ or international).

Key Responsibilities:

- Drive Regional V&A Strategy Execution: Lead the execution of Therapeutic Area (TA) value and access strategies across the region, ensuring strong alignment with international direction while adapting to diverse country healthcare system (HCS) needs.
- Shape Access Strategy in Growth Markets: Actively influence V&A strategies for priority markets through participation in cross-functional governance (e.g., Integrated Product Access Teams), ensuring tailored and impactful access approaches.
- Lead Launch Readiness (LRR) for V&A: Own the TA-specific V&A contribution to Launch Readiness Reviews, ensuring timely delivery, risk identification, and robust action planning in collaboration with Medical, Commercial, and Corporate Affairs.
- Drive Access Performance & Execution Excellence: Monitor and optimize access performance across countries using advanced analytics (e.g., dashboards, Access360), identifying opportunities to improve payer engagement, coverage, and execution impact.
- Provide Strategic Pricing Leadership: Contribute to regional pricing strategy and governance by delivering TA-specific insights, including pricing assumptions, gross-to-net optimization, and development of robust pricing business cases in partnership with Finance and key stakeholders.
- Expand Private Sector & Innovative Funding Models: Develop and scale private sector partnerships and alternative funding solutions to enhance access to priority products and disease areas.
- Shape External Environment & Policy Influence: Drive strategic engagement with external stakeholders, contributing to policy shaping, payer engagement, and advocacy efforts while addressing systemic access barriers and leading pre-launch HCS readiness activities.
- Build Regional V&A Capabilities: Strengthen TA-specific capabilities (e.g., pricing, HEOR, HTA, negotiation, evidence generation) through tools, training, and best-practice sharing, fostering a strong community of practice across markets.
- Enable Cross-Functional Leadership & Collaboration: Act as a key regional leader, collaborating closely with Medical, Commercial, Regulatory, Public Affairs, and country teams to ensure alignment, knowledge exchange, and successful execution of strategic objectives.
- Develop Talent and Drive High-Performance Culture: Champion capability building, succession planning, and ethical leadership, embedding a culture of compliance, collaboration, and enterprise mindset across the V&A organization.

Essential Requirements

- Education: University degree required (Health Economics, Public Health, Life Sciences, Medicine, Pharmacy, Economics, or equivalent). Advanced degree preferred.
- 10+ years of experience in Market Access, HEOR, Pricing, Health Policy, or related disciplines.
- Deep understanding of the local healthcare ecosystem and ideally exposure to other market archetypes.
- Proven experience working with government, regulators, HTA bodies, payers, policymakers, or political stakeholders.

- Strong track record in price negotiations, innovative contracting, and shaping payer strategies.
- Experience in co-creating healthcare solutions with external stakeholders at system or disease area level.

Novartis Compensation Summary:

The salary for this position is expected to range between \$248,500 and \$461,500 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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 \(PDF 30 MB\)](#)

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门

International

Business Unit

General Management

地点

USA

状态

New Jersey

站点

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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var config = { targetId: "kalturaplayer6a19da32848f3251342791", provider: { widgetId:
"1Qm7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { 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 } }; }

```

```

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"}); } catch (e) { console.error(e.message) }

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