NOVARTIS

Executive Director, Hematology Value & Access

Job ID
REQ-10077416

5月 21, 2026

Switzerland

摘要

#LI-Hybrid

Location: Basel, Switzerland

Lead the Diseases Area (DA) Access team, strategically and operationally, across the R-D-C continuum, working in partnership with strategic Commercial Launch Strategy DAs, Medical Affairs, and our Novartis Regions and priority Country teams to maximize access to Novartis assets.

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

This position reports into the Head Access Oncology International.

About the Role

Key Responsibilities:

- Supporting the Global (V&A) TA Head, represent Access talent and topics with internal partners and external stakeholders. Internally, drive vision, inspire and provide leadership throughout the Access community (International, Regions, Countries) and with key partners (CPS/International, Development, Biomedical Research, Operations, S&G, Regions and Countries). Externally, represent Novartis in appropriate fora and organizations to drive the Novartis strategic access agenda.
- Developing and operationalizing the Integrated Product Access strategy. Collaborate and partner with TAs, Medical Affairs, Development and Biomedical Research to enhance the value proposition, access strategy and access-relevant evidence packages. Ensure access landscaping and payer evidence requirements are built into TPPs, clinical development plans, integrated product strategies, indication sequencing/asset maximization.
- Create and champion a compelling and competitive global strategic vision for how Novartis will innovate and expand access through DAs for the benefit of patients, Healthcare Systems, Payers, and Novartis. Active leadership in internal fora - enable broad country insights and alignment and leverage external fora to pressure-test strategies, level of evidence etc. for feasibility and success.
- With the TAs, develop the global integrated product access strategy to deliver product differentiation most relevant to payers (e.g., well-defined target population, clinical endpoints, comparators, outcome measures, utility instruments, Health Economics data), patients, and HCS stakeholders worldwide.
- With CLS DAs & Pricing team, (co-)create the international pricing strategy and guidance. With CLS DAs, generate payer negotiation strategy, upskill and prepare countries for their payer negotiations. With CLS DAs, create innovative patient access and contracting approaches, Managed Entry Agreements (MEAs) and Patient Support Programs (PSPs) as required, to improve patient outcomes and support healthcare system affordability.
- Ensure that at launch, Novartis brands are supported by a robust payer value proposition particularly featuring core elements; ‘Value for money’ story, strong value evidence package and a pricing strategy maximizing the lifetime value of the brand (including existing and future evidence to justify price) and the reputation of Novartis.
- Ensure access team develops and represents expert value evidence input into TPPs, clinical programs (including IEPs), BD&Ls, 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 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 architypes and Budget Impact architypes. Ensure appropriate and timely access input into BD&Ls, asset maximization incl. indication sequencing.
- Maximize value of Novartis assets by creating and executing, together with TAs & pricing team, winning pricing strategies. Responsible for building and continually enhancing best-in-class Access capabilities to establish and retain competitive advantage in a dynamic market environment. Provide best-in-class talent attraction, retention, development and coaching to own team and across access and peer community.
- 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:

- Education: MBA, Ph.D., M.D. or RPh.
- 7+ years of experience in market access roles from pharma.
- 5+ years global or ex-US regional experience.
- Experience working early in drug development lifecycle.
- Product launch experience.
- Cross functional and matrix influential experience across a team of multiple stakeholders.
- Experience in driving commercial strategy driven through access or HEOR or pricing expertise.
- Proficient English, both written and spoken.

Desirable Requirements:

- 10+ years of experience in market access role from Pharma.
- Hematology therapeutic area experience.

Accessibility statement for Switzerland Yes/No, If Yes: Yes

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 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
International

Business Unit
Marketing

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

var config = { targetId: "kalturaplayer6a0f8ad313459102516685", provider: { widgetId: "1om7rm1pm", 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: "1dgfvmafo"}); } catch (e) { console.error(e.message) }

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