

Immunology TA Access Strategy Lead

Job ID
REQ-10080365

7月 14, 2026

Spain

Available in: English

摘要

The TA Access Strategy Lead coordinates the development and execution of an integrated, market-specific access and pricing strategy across the product lifecycle. The role ensures timely, sustainable, and differentiated patient access for Immunology TA by shaping value strategies, guiding cross-functional teams, and engaging key external stakeholders to support optimal reimbursement of the products within the TA and long-term market access success.

This role is based in Barcelona or Madrid, Spain. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

#LI-Hybrid

About the Role

Key responsibilities

- Develop and coordinate the integrated access and pricing strategy for the specific TA across launch and lifecycle, aligning value proposition, positioning, and access ambition.
- Provide access input into pipeline and Target Product Profiles within the specific TA guiding indication sequencing, affordability considerations, and early access hypotheses.
- Define pricing, contracting, and negotiation strategies to achieve optimal reimbursement and sustainable access outcomes for the products within the TA.
- Lead cross-functional TA coordination of access strategy execution, partnering closely with Commercial, Medical, HEOR/HTA, Regulatory, Policy, and Field teams.
- Drive early access preparation activities for the products within the TA, consolidating cross-functional inputs up to 36 months pre-launch to enable informed decision making.
- Shape healthcare system readiness and access landscape strategies and alternative funding approaches where relevant within the specific TA.
- Gather and integrate market, payer, and field insights into ongoing strategy refinement and portfolio decisions within the TA
- Lead, develop, and inspire high-performing teams, role-modeling Novartis Leadership Expectations and an enterprise mindset.

Essential Requirements

- University degree in life sciences, health economics, public health, business, or related field; advanced degree preferred; fluent English and Spanish are required.
 - Previous solid experience in market access, pricing, or related disciplines.
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- Previous leadership experience and previous experience within the relevant Therapeutic Area are required.
- Experience engaging with payers, HTA bodies, health authorities, and/or external decision-makers.
- Proven experience in market access, pricing, or related disciplines, including experience in access strategy and/or innovative access solutions.
- Strong cross-functional leadership skills with ability to lead complex initiatives in matrix environments.
- Demonstrated experience across both field-based roles (e.g., commercial or market access roles) and office-based roles, with a strong understanding of how to integrate field insights into strategic decision-making.
- Strong analytical, strategic, and scenario-planning capabilities to support access decision making.
- Excellent negotiation, stakeholder management, and value story communication skills.
- Learning agility, resilience, and ability to operate effectively under ambiguity and changing external conditions.

Rewards

At Novartis, we 're committed to reimagining medicine together - and rewarding the people who make it happen.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and a minimum of 14 weeks paid parental leave.

Expected Annual Base Salary Range for role:

- € 80,600.00 - € 149,600.00

The salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Further details will be provided during the application process.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our [brochure](#) to learn more about our global total rewards offering: <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity and Inclusion / EEO paragraph:

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

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Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Primary location salary range

€ 80,600.00 - € 149,600.00

部门

International

Business Unit

General Management

地点

Spain

站点

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

Madrid Delegación, Spain

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a5860e60f65f910682466", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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