

Value & Access Head Greece

Job ID
REQ-10083371

7月 10, 2026

Greece

Available in: English

摘要

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. Access Directors,

- Represent access 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.
- With International TA, develop and deliver all aspects of access strategy and execution for compounds/brands across the R-D-C continuum.
- 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.

- Enable asset strategy to translate science into payer and HCS value propositions and solutions, securing access, affordability, and contribute to wide scale patient access and efficiencies at scale.
- With CLS and Pricing team, (co-)create the international pricing strategy and guidance.
- With CLS, generate payer negotiation strategy, upskill and prepare countries for their payer negotiations.
- With CLS, 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 the appropriate and timely access inputs into IEPs, IPS, asset maximization incl. indication sequencing.
- Create collaborative partnerships internally and externally to break down silos, partner across the value chain and shape the future of healthcare and markets.
- Manage resource requirements to address asset/DA priorities.

About the Role

Major Accountabilities:

- Developing and operationalizing the Integrated Product Access strategy
- Create and champion a compelling and competitive international 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 (e.g., EMA/EUnetHTA & advisory boards) to pressure-test strategies, level of evidence etc. for feasibility and success.
- With the TA, develop the international integrated product access strategy (IPAS) 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.
- 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 archetypes and Budget Impact archetypes.
- 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, global pricing guidance, incl. MEAs, PSPs, rigorous international pricing governance.
- Stay abreast of internal and external developments, trends and other dynamics that affect the wider health policy and access domains, as well as of relevant scientific, clinical, and commercial developments.
- Collaborate with S&G and Development to drive consistent and access-optimal approaches to product shaping, value propositions and HCS value creation.
- Analyze and anticipate changes in priority international markets, major HTA archetypes and Budget Impact archetypes to model future expenditures and project critical market access assumptions.
- Disseminate value of medicines to HCS decision-makers with focus on international forums and publications in collaboration with international or regional policy groups.
- 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)

Key performance indicators:

- Reimbursement/listing status, price versus targets, time to reimbursement/access
- Revenue, market availability/access

REQUIREMENTS:

Must have:

- 5+ years of experience in market access roles
- 2+ 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

Preferred:

- 7+ years of experience in market access roles
- MBA, Ph.D., M.D. or RPh
- 5+ years global or ex-US regional experience
- Ex-US country experience
- 2+ years of experience in the relevant therapeutic area
- Strong external network with thought leaders and influencers in the payer and HTA environment

Key Leadership Capabilities required:

- Demonstrates strong communication skills and can influence across a range of diverse stakeholders to drive change
- Balances strategy and operational excellence to ensure end to end execution of the strategy
- Effectively balances the needs of various stakeholders and defines priorities based on highest impact for business and patients
- Strong solution-orientation and enterprise mindset
- Competitive and entrepreneurial mindset with proven track record of fostering innovation

Skills:

- Access And Reimbursement Strategy.
- Agility.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Influencing Skills.
- Innovation.
- Inspirational Leadership.
- Lcm Strategy.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Pricing Strategy.
- Process Management.
- Product Launches.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Results Oriented.
- Risk Management.
- Stakeholder Engagement.
- Strategic Partnerships.
- Value Propositions.

Languages:

- English.

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 \(PDF 30 MB\)](#)

Primary location salary range
€ 84,420.00 - € 156,780.00

部门
International

Business Unit
General Management

地点
Greece

站点
Maroussi

Company / Legal Entity
GR11 (FCRS = GR001) Novartis Hellas

Functional Area
Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a512f1036bcf492770792", 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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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Maroussi/Value---Access-Head-GreeceREQ-10083371-1>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Maroussi/Value---Access-Head-GreeceREQ-10083371-1>