

Access Field Head

Job ID
REQ-10084626

7月 28, 2026

Spain

Available in: English

摘要

At Novartis, our purpose is to reimagine medicine to improve and extend people's lives. As an Access Field Head, you will lead the development and execution of innovative market access strategies that maximize patient access, strengthen value propositions, and support sustainable access to Novartis therapies across priority markets.

In this strategic leadership role, you will partner closely with Therapeutic Area (TA) teams, Clinical Launch Strategy (CLS), Pricing, Medical Affairs, Development, Biomedical Research, and country organizations to shape integrated access strategies, optimize payer evidence generation, and ensure successful reimbursement and access outcomes throughout the product lifecycle.

You will serve as a highly influential leader within the global access community, driving collaboration across functions and geographies while helping healthcare systems, payers, and patients realize the value of Novartis innovations.

About the Role

Key Responsibilities

Lead Integrated Product Access Strategy

- Develop and operationalize Integrated Product Access Strategies (IPAS) across assigned disease areas and assets.
- Create a compelling and competitive strategic vision for expanding patient access and delivering healthcare system value.
- Ensure access considerations are embedded into Target Product Profiles (TPPs), clinical development plans, Integrated Evidence Plans (IEPs), and product strategies.
- Drive access excellence across the Research, Development and Commercial continuum.

Shape Payer Value Propositions and Evidence Generation

- Partner with Therapeutic Area, Medical Affairs, Development and Biomedical Research teams to optimize product differentiation for payers and healthcare systems.
- Define payer evidence requirements and ensure delivery of robust access-relevant evidence packages.
- Collaborate with Health Economics and Outcomes Research (HEOR) and evidence generation teams to create compelling reimbursement value stories.
- Ensure assets are supported by strong value evidence packages that demonstrate clinical, economic and healthcare system impact.

Drive Pricing, Reimbursement and Access Innovation

- Co-create international pricing strategies and guidance in partnership with Pricing and CLS teams.
- Develop payer negotiation strategies and provide support to country organizations preparing for reimbursement discussions.
- Design innovative access solutions including Managed Entry Agreements (MEAs), Patient Support Programs (PSPs), and value-based access models.
- Support asset maximization strategies, including indication sequencing and lifecycle management.

Influence Internal and External Stakeholders

- Represent Market Access within global cross-functional leadership teams and strategic planning forums.
- Build strong partnerships across International, Regional and Country organizations.
- Engage with healthcare decision-makers, advisory boards, HTA bodies, and external stakeholders to shape access strategies and validate evidence plans.
- Contribute to external policy discussions, industry forums and publications that advance patient access and healthcare sustainability.

Lead Access Community and Resource Management

- Provide leadership, direction and mentorship across the international access community.

- Foster collaboration, alignment and knowledge sharing across functions and geographies.
- Manage budgets and resource allocation to support strategic access priorities.
- Effectively navigate a matrix environment to balance business priorities and stakeholder needs.

Compliance and Quality Responsibilities

- Report technical complaints, adverse events and special case scenarios related to Novartis products within 24 hours of awareness.
- Support distribution of marketing samples where applicable and in accordance with company policies and local regulations.

Essential Requirements

- Significant experience in Market Access, Pricing, Reimbursement, Health Economics, Health Policy or related disciplines.
- Strong understanding of global payer systems, HTA processes, reimbursement pathways and healthcare financing models.
- Demonstrated experience developing and implementing market access strategies across the product lifecycle.
- Strong strategic mindset with the ability to translate scientific innovation into compelling payer value propositions.
- Proven ability to influence senior stakeholders and lead in complex matrix organizations.
- Excellent communication, collaboration and negotiation skills.
- Experience working in international and cross-functional environments.

Desirable Requirements

- Experience within the pharmaceutical, biotechnology or healthcare industry.
- Knowledge of HEOR methodologies, value evidence generation and payer research.
- Launch readiness and global access planning experience.
- Advanced degree in Life Sciences, Health Economics, Public Health, Pharmacy, Business or a related field.

Why Novartis?

At Novartis, you will work alongside talented colleagues who are passionate about improving patient outcomes and transforming healthcare. We believe diverse perspectives drive innovation, and we are committed to creating an environment where everyone can thrive and make a meaningful impact.

Join us and help shape the future of patient access by ensuring innovative medicines reach the people who need them most.

Benefits & Rewards

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

Expected Annual Base Salary Range for role: 109,800.00 - 156,900.00 - 204,000.00 EUR Annual

The base 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.

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 minimum 14 weeks paid parental leave.

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
€ 109,800.00 - € 204,000.00

部门
International

Business Unit
Corporate & Division Services

地点
Spain

站点
Madrid Delegaci ó n

Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmac é utica, S.A.

Alternative Location 1
Barcelona Gran V í a, Spain

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a6acf3f3328d918099577", 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 kaltura_datalayer.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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