

Director, International Value & Access, Oncology

Job ID
REQ-10086805

9月 03, 2026

Switzerland

摘要

#LI-Hybrid

Location: Basel, Switzerland

Relocation Support: Yes

Ready to redefine patient access to innovative oncology therapies on a global scale?

As the Director, International Value & Access, Oncology, you will play a critical role in shaping and delivering market access strategies that maximize the value of our oncology portfolio across the product lifecycle. Partnering closely with International Therapeutic Area teams, Development, Medical Affairs, Pricing, Health Economics and Outcomes Research, and Commercial colleagues, you will help transform scientific innovation into compelling payer value propositions that enable broad and sustainable patient access worldwide. Reporting to the Head Access Oncology International, you will drive access excellence across priority markets, influence global access and pricing strategies, and champion innovative solutions that strengthen healthcare system value while advancing Novartis' mission to reimagine medicine.

About the Role

Key Responsibilities:

- Develop and execute integrated global market access strategies across the research, development, and commercialization continuum.
- Shape payer value propositions and access evidence packages to optimize patient access and asset value.
- Partner with International Therapeutic Area teams to embed access strategies throughout the product lifecycle.
- Drive the development of innovative access solutions that address payer, healthcare system, and patient needs across key markets.
- Co-create international pricing strategies and provide strategic guidance to support sustainable access and value realization.
- Collaborate with Medical Affairs, Development, Biomedical Research, Commercial, Pricing, and Health Economics and Outcomes Research teams to strengthen access strategies and evidence generation.
- Lead the development of payer negotiation strategies and support markets in achieving successful reimbursement outcomes.
- Design and implement innovative patient access solutions, contracting approaches, and managed entry agreements where appropriate.
- Act as a thought leader within Oncology, representing access perspectives internally and in relevant external forums.
- Monitor healthcare policy, access, payer, and market trends to anticipate future opportunities and shape strategic decisions.

Essential Requirements:

- Bachelor's, Master's, Doctor of Pharmacy (PharmD), Medical Doctor (MD), or equivalent degree in Life Sciences, Health Economics, Healthcare, Business, or a related discipline.
- Minimum 8 years of experience in Market Access within the pharmaceutical industry.
- Global or ex-US regional market access experience with demonstrated success in complex international environments.
- Experience working across the drug development lifecycle, including early asset development and

launch preparation.

- Proven expertise in Market Access, Pricing, Health Economics and Outcomes Research, or related strategic access disciplines.
- Strong cross-functional leadership skills with the ability to influence diverse stakeholders across matrix organizations.
- Experience developing payer value propositions, access evidence strategies, and reimbursement approaches for innovative therapies.
- Proficient English language skills, both written and spoken.

Desirable Requirements:

- Experience in Oncology, including a strong understanding of the oncology treatment landscape, payer environment, and market access challenges.

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](#)

Expected Annual Base Salary Range for role: 159,600.00 - 296,400.00 CHF

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.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

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 & 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 \(PDF 30 MB\)](#)

Primary location salary range
CHF159,600.00 - CHF296,400.00

部門
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 kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a99ac2e3b830861414579", 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 }; } }
```

```
(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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