

Value and Access Manager

Job ID
REQ-10088965

十月 04, 2026

Vietnam

摘要

Value & Access Manager

#LI-Hybrid

Are you passionate about improving patient access and shaping sustainable healthcare solutions? Join us as a Value & Access Manager and lead integrated access strategies across assigned Therapeutic Area(s), from market access planning and HEOR evidence generation to pricing, reimbursement, and stakeholder engagement. Working closely with cross-functional teams, you will help maximize product value throughout the lifecycle and support sustainable business growth.

About the Role

Major accountabilities:

- **Access, Reimbursement & HTA:** Lead market access strategies, reimbursement initiatives, NRDL submissions, HTA evidence generation, and payer value communication to optimize patient access and healthcare system value.
- **Pricing & Access Excellence:** Develop and execute pricing strategies, access plans, and negotiation approaches across the product lifecycle, ensuring long-term business sustainability.
- **Health economic Policy & External Engagement:** Build trusted partnerships with health economic authorities, payers, HTA bodies, pricing regulators, professional societies, hospitals, and other key stakeholders to shape a favorable Health economic policy and access environment.
- **Cross-functional Leadership:** Collaborate with Commercial, Medical, Regulatory, Legal, Finance, and regional/global teams to deliver integrated access solutions and business objectives.

Requirement:

- University degree in life sciences (Medical/ Pharmacy/ Biology), economics, or related field
- At least 5 years in market access, pricing, or reimbursement roles in pharmaceutical or healthcare environment
- Proven exposure to national access or payer negotiations
- Experience across product launch and lifecycle phases
- Strong understanding of pricing, value dossier and reimbursement systems with ability to translate evidence into access value propositions
- Ability to interpret financial data and integrate into pricing recommendations
- Clear written and verbal communication of scientific and economic topics
- Solid project and stakeholder management skills
- Strategic and analytical thinking
- Fluent in 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 \(PDF 30 MB\)](#)

部门
International

Business Unit
Communications

地点
Vietnam

站点
Vietnam

Company / Legal Entity
VN04 (FCRS = VN004) Novartis Vietnam Company Ltd

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ac7390c857fd337425536", 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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