NOVARTIS

Access Strategy & HEOR Manager

Job ID
REQ-10093119

十一月 18, 2026

Italy

摘要

Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level. Collects and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

About the Role

Key responsibilities:

Your responsibilities include, but are not limited to:

- Integrate payer insights, market intelligence, and evidence needs into coherent HEOR/HTA and Integrated Evidence Plans.

- Develop value propositions, access ambitions, and negotiation strategies while anticipating barriers to access and adoption.
- Coordinate generation of robust economic evidence (cost-effectiveness, budget impact) and preparation of HTA submissions and payer dossiers.
- Build pricing business cases and negotiation scenarios to optimize launch and in-market outcomes.
- Ensure strong cross-functional alignment with Medical, Commercial, Pricing, Finance, Regulatory, and Public Affairs teams.
- Manage engagement with external stakeholders (HTA bodies, payers, and authorities) and monitor policy and methodological changes.
- Support pipeline and lifecycle management, including early access planning, evidence generation, HTA updates, and in-market value optimization.

Essential Requirements:

- University Degree (Science, Economics or similar)
- Italian and English on a fluent level
- At least 4 years in pharmaceutical sector and a minimum of 2 years in Market Access or HEOR roles and /or in Commercial or Medical roles
- Strong technical knowledge in disciplines related to market access such as pricing, HEOR, statistics, epidemiology
- Good clinical and commercial strategic thinking.
- Able to translate strategic insights into practical initiatives to support value of projects
- Knowledge and understanding of payer/HTA/Healthcare system environment and evolution.
- Proven capability in suitable real-world evidence generation and clinical trial design for market access purposes.

Why Novartis? Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: 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

Commitment to Diversity and 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
€ 54,000.00 - € 100,200.00

部门
International

Business Unit
Corporate & Division Services

地点
Italy

站点
Milano

Company / Legal Entity
IT08 (FCRS = IT008) Novartis Farma S.p.A.

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b00ac46864df603676311", 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 } }; }

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