NOVARTIS

Market Access Lead

Job ID
REQ-10093558

十一月 22, 2026

Albania

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摘要

Associate Access Directors are dedicated to supporting co-developing innovative and winning market access strategies, optimizing the payer value proposition and access-relevant evidence packages for assets, in partnership with countries and International cross-functional teams.
In this role you will partner with the regional director/executive director, develop and implement transformative access solutions serving strategic disease areas (DAs) within Neuroscience, with a focus on our priority geographic markets, major HTA archetypes and Budget Impact archetypes.
The main purpose of the Associate Access Director is to:
Shape Strategy

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

Facilitate Cross Functional Collaboration

· Represent access with internal partners and external stakeholders. Internally, support the execution of our vision, provide expert support throughout the Access community (International, Regions, Countries) and with key partners (CPS/International, Development, Biomedical Research, Operations, S&G, Regions and Countries).
· Collaborate and partner with TAs, Medical Affairs, Development and Biomedical Research to enhance the value proposition, access strategy and access-relevant evidence packages.
· With the commercial organization and Pricing team, (co-)create the international pricing strategy and guidance.
· Create collaborative partnerships internally and externally to break down silos, partner across the value chain and shape the future of healthcare and markets.
· Collaborate with S&G and Development to drive consistent and access-optimal approaches to product shaping, value propositions and HCS value creation.

About the Role

Major Accountabilities:

- Maintain the Integrated Product Access strategy throughout the product lifecycle which clearly articulates the product strategy and 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.
- Support countries for their payer negotiations.
- Timely delivery of the materials in support of countries
- Ensure Access input is reflected in TPPs, clinical programs (including IEPs), BD&L assessments, asset maximization and indication sequencing
- Identify evidence, in addition to registration studies, required 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.
- Manage Access community and budgets
- 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
- Management of relevant local systems and processes to secure optimal patient access

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
General Management

地点
Albania

站点
Albania

Company / Legal Entity
ALP0 (FCRS = CH024) NPHS RO Tirana

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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// 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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