NOVARTIS

Director International Value & Access, NS

Job ID
REQ-10074455
Mar 31, 2026
LOC_CH

About the Role

Key Responsibilities:

- Develop and operationalize the Integrated Product Access strategy. Create and champion a compelling international strategic vision to expand access for patients, healthcare systems, payers, and Novartis
- Lead internal and external forums to enable country insights, alignment, and pressure-test access strategies and evidence feasibility. Develop the international integrated product access strategy (IPAS) with Therapeutic Areas to deliver product differentiation most relevant to payers, patients, and HCS stakeholders worldwide.
- Ensure robust payer value propositions at launch, including value for money narrative, evidence packages, and lifetime pricing strategy (including existing and future evidence to justify price) and the reputation of Novartis.
- Ensure expert access and value evidence input into target product profiles, clinical programs, business development, and develop any additional non-registration evidence to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies.
- Collaborate with the Health Economics and Outcomes Research (HEOR & PCO) team to ensure full integration of adequate HEOR/evidence deliverables in high quality cross-franchise strategy. Ensure appropriate focus on priority markets needs into overall strategy.
- Determine payer evidence requirements, risks/opportunities in the access landscape and create compelling access strategy with the TA and provide the “access toolbox” to share with priority markets, major HTA archetypes and Budget Impact archetypes.
- Maximize value of Novartis assets by creating and executing, together with TAs & pricing team, winning pricing strategies, global pricing guidance, incl. managed entry agreements (MEAs), and patient support programs (PSPs), rigorous international pricing governance.
- Collaborate with Strategy and Growth (S&G) and Development to drive consistent and access-optimal approaches to product shaping, value propositions, and healthcare system value creation.
- Manage Access community and budgets. Effectively work in matrix balancing cross-functional perspectives and alignment with business priorities against flexible resourcing.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt. Distribution of marketing samples (where applicable)

Essential Requirements:

- 5+ years of experience in market access roles, including 2+ years global or ex-US regional experience.
- Rare disease product launch experience.
- 2+ years of experience in the relevant therapeutic area.
- Cross functional leadership experience across matrix organization.
- Strong communication skills and ability to influence across a range of diverse stakeholders to drive change.
- Competitive and entrepreneurial mindset with proven track record of fostering innovation.

Desirable Requirements:

- 7+ years of experience in market access roles, including 5+ years global or ex-US regional experience
- Strong external network with thought leaders and influencers in the payer and HTA environment

Accessibility statement for Switzerland

Switzerland 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.inclusion_ch@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 professionallyNovartis Life Handbook

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.

Role Requirements

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)

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Business Unit
General Management
Location
LOC_CH
Site
Basel (City)
Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG
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Employment Type
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