

Value & Access Lead

Job ID

REQ-10075460

Apr 09, 2026

LOC_SA

About the Role

Location: Riyadh

#LI-Hybrid

Main accountabilities

- Formulates and implements the CPO Pricing & Market Access (P&MA) strategy and operational plan for BU. Understanding competitive landscape to support the Head of VA in building effective market strategy.
- Proactively monitor changes in reimbursement/pricing dynamics within Saudi market & identify potential risk or opportunities to shape the healthcare eco-system for products uptake.
- Delivering market assessment by mapping current and potential access drivers within Saudi Arabia and craft compelling value story to position vs. other available treatments.
- Supports the Head V&A building the pricing strategy based on dynamics and demands, defining the broader CPO P&MA requirements for new and existing products.
- Support Head of VA & KAM in Strategic Pricing through ensuring best launch and in-market prices according to the market situation, aligned with country management decisions and global strategies.
- Engage with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions
- Support the Head of VA to localize the required documents for enlisting per the accounts requiring any of each Global value dossier (GVD), Health-economic models and value story.
- Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the KAM team and cross-functional team.
- Prepares the application for tenders by running economic evaluations and price alignments in accordance with published guidelines as instructed.
- Prepares the SFDA pricing applications (Form16 Price Certificates), all related pricing, and market access submissions to the SFDA. Shaping reference price decisions.

Requirements

- Graduate degree (MBA, master's or PhD) in Natural/Health sciences, Pharmacoeconomics or business studies.
- A minimum of 7 years of work experience, in market access related role of key accounts management, Market access in the pharmaceutical industry & preferable in Immunology therapy area.
- Proven experience in the field of health economics and managed entry agreements (MEAs).
- Excellent communication and negotiation skills.
- High business acumen & commercial understanding, with strong analytical skills and strategic thinking
- Strong in cross-functional collaboration
- Strong in Market intelligence
- A time and quality conscious, assertive personality, team worker with good computer knowledge.

Languages: Fluent English & Arabic

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.

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Sales

Location

LOC_SA

Site

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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