

# Head Legal Value & Access

Job ID

REQ-10075784

Apr 21, 2026

LOC\_GB

## About the Role

Key Responsibilities:

- Lead legal strategy and provide senior counsel on value and access matters, including pricing, reimbursement, HTA, payer engagement, tendering/procurement, and innovative access models.
- Establish legal guardrails for value narratives, payer materials, and access initiatives in coordination with Medical/Regulatory/Compliance. Advice on launch sequencing, access archetypes, and contracting approaches; recommend risk mitigation plans.
- Support HTA and coverage frameworks, including evidence requirements, value dossiers, payer negotiations, and interactions with national decision makers.
- Advice on regulatory data protection and exclusivity and related lifecycle and biosimilar/generic entry considerations, in coordination with regulatory and IP teams.
- Support the interpretation and operationalization of the new EU pharmaceutical package and other pharmaceutical reforms across International, advising on incentives, launch/supply obligations, access expectations, exclusivity periods, and portfolio implications.
- Provide guidance on most favored nation type pricing issues, cross market pricing implications, rebate/discount structures, and associated competition law and enforcement risk.
- Oversee pricing and reimbursement support, including external reference pricing, confidential rebates/discounts, clawback/payback mechanisms, managed entry agreements, and national reimbursement conditions.
- Advise and provide guidance on the drafting, review, and negotiation of payer and stakeholder agreements (including value based arrangements), and on public procurement/tender strategy and related compliance requirements.
- Ensure compliant payer facing activities; design and deliver training for affiliates and regions on access law fundamentals (competition, payer interactions, tendering, data/privacy, transparency). Build a community of practice to share legal learnings and enforcement trends across markets. Support responses for regulatory inquiries, audits, and dawn raids related to pricing, access, and tendering.
- Anticipate and mitigate legal and policy risks arising from market reforms, external reference pricing, procurement pressure, competition enforcement, supply obligations, and evolving access expectations, and translate policy/legal developments into practical guidance and governance tools.

Essential requirements:

- Law school graduate & Bar member
- Significant post qualification legal experience, with substantial exposure to the pharmaceutical, biotechnology, or broader life sciences sector.
- Deep expertise in pricing, reimbursement, market access, health technology assessment, public procurement, competition law, and regulated stakeholder engagement.
- Strong understanding of EU and other national legal frameworks affecting pharmaceutical access and commercialization.
- Demonstrated experience advising on complex cross border matters involving policy change, launch strategy, payer contracting, and enforcement risk.
- Fluent English both written & verbal; any additional language is an advantage

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.

You'll receive:

Competitive salary, Short term incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities

## 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\_LE

Business Unit

Legal

Location

LOC\_GB

Site

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

FCT\_LI

Job Type

Full time

Employment Type

Regular

Shift Work

No

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