

Value Regional Access Manager

Job ID
REQ-10029700

1月 14, 2025

Spain

摘要

We are currently hiring a Value Regional Access Manager to join our team. In this role, you will design and implement the regional access plan (therapeutic and healthcare innovative value proposition) from early stages through national and regional launches. You will influence P&R negotiations at a national level and strive to obtain the best access and positioning conditions at a regional level. In addition, you will build in-depth relationships at a regional level to influence technical and economic evaluations, thereby ensuring optimal price, reimbursement conditions, and positioning, both nationally and regionally.

About the Role

Key responsibilities will include but are not limited to:

National P&R evaluation and positioning:

- Prepare P&R (National & Regional) negotiation and the regional value proposition (orchestrating internal teammates to develop therapeutic + healthcare innovation).
- In-depth engagement with healthcare teams in the regions to ensure optimal preparation of the evaluation by anticipating potential Opportunities/Barriers prior to P&R.
- Communicate clinical results of Novartis portfolio to key access opinion leaders.

Regional evaluation and positioning

- Identification of key stakeholders at regional level by deep understanding of Regional Access process for the new (re-)evaluation process (early stages & in-market brands) and for the National P&R process.
- Maximize therapeutical and healthcare innovative value proposition with all the key access opinion leaders at regional and national levels.
- Build and leverage strong networks and relationships with key access opinion leaders, pharmacologist, evaluators, ... and individual and institutional key decision makers, ensuring optimal regional and national positioning and positive Price & Reimbursement conditions for Novartis products.

Value based Negotiation: Therapeutical and Healthcare Innovative value proposition

- Promote the scalability plan for healthcare process/market expansion projects to maximize and/or facilitate their implementation, to improve Novartis' positioning in the regions while benefit patients.
- Maximize the impact of the therapeutical and healthcare innovative value proposition.

Key Performance Indicators

- Achievement of local P&R objectives and engagement of Novartis.
- Effective use and improvement of tracking systems to measure access.
- Shortening the time to market the products.
- Improvement patients journeys in collaboration with Healthcare System.

Essential Requirements:

- Experience in the preparation of reimbursement files.
- Demonstrated ability to understand and clearly communicate scientific and economic issues.
- Knowledge of national healthcare, regulatory environment of P&R processes and list of medications.
- Strong negotiation and analysis skills.

Languages:

- Local language: fluent written and spoken
- English: fluent written and spoken

Benefits and Rewards:

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity and Inclusion / EEO

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

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>

部门

International

Business Unit

Innovative Medicines

地点

Spain

站点

Vizcaya

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)



Job ID
REQ-10029700

Value Regional Access Manager

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10029700-value-regional-access-manager-es-es>

List of links present in page

1. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
4. <https://www.novartis.com/careers/benefits-rewards>
5. <https://novartis.wd3.myworkdayjobs.com/es/NovartisCareers/job/Vizcaya/Value-Regional-Access-ManagerREQ-10029700-2>
6. <https://novartis.wd3.myworkdayjobs.com/es/NovartisCareers/job/Vizcaya/Value-Regional-Access-ManagerREQ-10029700-2>