

## Director, Access International

Job ID  
REQ-10045441

4月 15, 2025

Switzerland

### 摘要

Access Directors are dedicated to co-developing innovative and winning market access strategies, optimizing the payer value proposition and access-relevant evidence packages for assets, in partnership with the CLS and crossfunctional teams.

They develop and implement transformative access solutions serving strategic disease areas (DAs) and maximizing IM assets, with focus on our priority geographic markets (CN, DE, JP), major HTA archetypes (e.g., UK/CAN) and

Budget Impact archetypes (e.g., Italy/Spain) needs and feasibility.

Access Directors,

- Represent access with internal partners and external stakeholders. Internally, drive vision, inspire and provide leadership throughout the Access community (International, Regions, Countries) and with key partners (CPS/International, Development, Biomedical Research, Operations, S&G, Regions and Countries). Externally, represent Novartis in appropriate fora and organizations to drive the Novartis strategic access agenda.
- With International TA, develop and deliver all aspects of access strategy and execution for compounds/brands across the R-D-C continuum.
- Collaborate and partner with TAs, Medical Affairs, Development and Biomedical Research to enhance the value proposition, access strategy and access-relevant evidence packages. Ensure

access landscaping and payer

evidence requirements are built into TPPs, clinical development plans, integrated product strategies, indication sequencing/asset maximization.

- 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.
- With CLS and Pricing team, (co-)create the international pricing strategy and guidance.
- With CLS, generate payer negotiation strategy, upskill and prepare countries for their payer negotiations.
- With CLS, create innovative patient access and contracting approaches, Managed Entry Agreements (MEAs) and Patient Support Programs (PSPs) as required, to improve patient outcomes and support healthcare system affordability.
- Ensure the appropriate and timely access inputs into IEPs, IPS, asset maximization incl. indication sequencing.
- Create collaborative partnerships internally and externally to break down silos, partner across the value chain and shape the future of healthcare and markets.
- Manage resource requirements to address asset/DA priorities.

## About the Role

### Key Responsibilities:

- Developing and operationalizing the Integrated Product Access strategy. Create and champion a compelling and competitive international strategic vision for how IM will innovate and expand access through DAs for the benefit of patients, Healthcare Systems, Payers, and Novartis
- Active leadership to enable broad country insights and alignment, and leverage external fora (e.g., EMA/EUnetHTA & advisory boards) to pressure-test strategies, level of evidence etc. for feasibility and success
- With the TA, develop the international integrated product access strategy (IPAS) to deliver product 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.
- Ensure that at launch, Novartis brands are supported by a robust payer value proposition particularly featuring core elements; 'Value for money' story, strong value evidence package and a pricing strategy maximizing the lifetime value of the brand (including existing and future evidence to justify price) and the reputation of Novartis.
- Ensure access team develops and represents expert value evidence input into TPPs, clinical programs (including IEPs), BD&Ls, 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 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. Ensure appropriate and timely access input into BD&Ls, asset maximization incl. indication sequencing. Maximize value of IM assets by creating and executing, together with TAs & pricing team, winning pricing strategies, global pricing guidance, incl. MEAs, PSPs, rigorous international pricing

governance.

- 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 (CN, DE, JP) major HTA archetypes (e.g., UK/CAN) and Budget Impact archetypes (e.g., Italy/Spain)
- Stay abreast of internal and external developments, trends and other dynamics that affect the wider health policy and access domains, as well as of relevant scientific, clinical, and commercial developments. Analyse and anticipate changes in priority international markets (CN, DE, JP), major HTA archetypes (e.g.,UK/CAN) and Budget Impact archetypes (e.g., Italy/Spain) to model future expenditures and project critical market access assumptions.
- Collaborate with S&G and Development to drive consistent and access-optimal approaches to product shaping, value propositions and HCS value creation. Disseminate value of medicines to HCS decision-makers with focus on international forums and publications in collaboration with international or regional policy groups.
- Manage Access community and budgets. Effectively work in matrix balancing cross-functional perspectives and alignment with business priorities against flexible resourcing.

#### Essential requirements:

- 5+ years of experience in market access roles
- 2+ years global or ex-US regional experience
- Experience working early in drug development lifecycle
- Product launch experience
- Cross functional and matrix influential experience across a team of multiple stakeholders
- Experience in driving commercial strategy driven through access or HEOR or pricing expertise

#### Desirable requirements:

- MBA, Ph.D., M.D. or RPh. Strong external network with thought leaders and influencers in the payer and HTA environment
- 7+ years of experience in market access roles. 5+ years global or ex-US regional experience. Ex-US country experience. 2+ years of experience in the relevant therapeutic area

Location: This role is based in Basel, Switzerland.

Benefits: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: [Novartis 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.

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 [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@novartis.com) and let us know the nature of your request and your contact

information. Please include the job requisition number in your message.

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>

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部门  
Finance

Business Unit  
Innovative Medicines

地点  
Switzerland

站点  
Basel (City)

Company / Legal Entity  
C010 (FCRS = CH010) Novartis International AG

Functional Area  
Market Access

Job Type

Full time

Employment Type  
Regular

Shift Work  
No

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