

## Value Access Lead

Job ID  
REQ-10046963

4月 02, 2025

Portugal

### 摘要

Lead and develop the access & pricing strategy for product assets hand over to launch teams in alignment with local launch governance. Develop and implement in-market access strategy and tactics of pre-launch plan for pipeline assets, into a continuously evolving healthcare environment. Map and engage early with key stakeholders to ensure the successful access readiness of the new launches.

### About the Role

#### Major Accountabilities

- Drive early market access & pricing strategy and create a compelling strategy, value proposition and supporting messages, considering the Target Product Profile.
- Evaluate product, healthcare system and identify potential access challenges, HTA data- gap analysis and propose actions to mitigate potential risks and to remove access barriers to

adoption.

- Develop and execute on actionable strategies and plans to address pain points identified and develop solutions beyond the molecule.
- Use the insights from key opinion leaders to ensure appropriate tailored value propositions, including health economics.
- Engage in close collaboration with Medical Affairs, HCS Engagement and RWE in data generation projects to close specific data gaps and provide powerful clinical and economic evidence base.
- Early engagement with HTA experts and key access stakeholders to build payer advocacy and identify education needs namely on the disease area, unmet need, disease burden, clinical trials data.
- Provide critical and relevant inputs to the brand pre-launch strategy.
- Support business planning process, providing assumptions on prices and launch times for Novartis products and their competitors.
- Ensure the Value and Access perspective is clearly understood and integrated in the RWE, HEOR and Clinical Development plans.
- Partner with medical to explore early access programs.
- Go upfront, collect all the information, understand what market access strategies are needed to ensure early launch readiness.
- Identify and analyses key market access trends to inform decisions on upcoming pipeline.
- Understand the Healthcare system and how will it evolve. Work closely with HCS Engagement Lead to ensure that there is a strategy in place to secure the necessary funding and healthcare infrastructure to enable eligible patients to receive Novartis treatments.
- Develop an early HE&OR evidence strategy, namely disease burden, outcomes of healthcare interventions, social impact and budget impact analysis.
- Manage alignment within cross-functional teams (e.g. medical, marketing, finance, region/global functional teams) and build strong networks with external stakeholders (e.g. authorities, relevant associations, access/HE&OR experts)
- Anticipate business impact of current and future legislation in close collaboration with Public Affairs and provide input into policies and industry association on relevant topics to contribute to a favorable environment for the pipeline assets.
- Partner with RWE and medical affairs teams to provide access insights and support evidence gap analysis for HTA process.
- Partner with HCS Strategy & Engagement to ensure that the necessary funding and healthcare infrastructure are in place to enable eligible patients to receive Novartis treatments.
- Interact with others in a positive and constructive way, being open to diversity and aligned with corporate guidelines, in order to guarantee Novartis has a working environment free from all forms of discrimination and harassment as well as contributing to a positive and inclusive working environment.
- Work within Integrity and Compliance policies and ensure those around him/her do the same, complying with job Excellence Standards to contribute to the alignment with Novartis Global procedures and objectives.

Additional Specifications

Key Performance Indicators (KPIs)

- Faster time to reimbursement/access
- Readiness & Quality of market access strategy
- Revenue, market availability/access
- Shortening product(s) time to market and time-to-market compared with the benchmark with other Portuguese pharmaceuticals
- Improvement/expansion of patient access
- Feedback from internal and external stakeholders

## Ideal Background

### Education & Qualifications

- University degree in Health Economics, Science or health care related
- Advanced degree in scientific/ economic/HE&OR or similar background preferred

### Languages

- Local language
- Fluent in English

### Experiences and requirements

- Experience in Market Access or substantial business experience in similar functions in pharmaceutical companies (Min. 3 years).
- Experience with HTA processes and knowledge of reimbursement processes
- Experience in Market Access and launching pharmaceutical products
- Demonstrated entrepreneurial thinking by generating and implementing innovative access strategies.
- Understanding of market access, pharmaco-economy, HTA requirements & procedures and experience identifying payer's needs.
- Strong analytical skills, accompanied with the ability to understand and clearly communicate scientific and economic topics.

### Technical / Functional Skills & Knowledge

- Understanding of National Healthcare system, regulatory environment of P&R, including pharmaco-economy and listing processes
- Scientific background
- Knowledge in Health Economics
- Outside-in mindset and innovation management
- Market, customer and competitor expertise
- Disruptive & strategical thinking

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

International

Business Unit

Innovative Medicines

地点

Portugal

站点

Sintra

Company / Legal Entity

PT05 (FCRS = PT005) PT Pharma

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work  
No

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