

# Value & Access Head LACan

Job ID  
REQ-10037655  
Feb 12, 2025  
USA

## Summary

-Leads all aspects of Patient Access and drives strategy for global franchises or very large region across number of geographic locations. May drive innovative Patient Access strategy development across the franchises for compounds/brands from (pre) POC up to the end of their commercial lifecycle post launch. Responsible for building and continually enhancing best in class Patient Access capabilities to establish and retain competitive advantage in a dynamic market environment. Typically has team management responsibilities

## About the Role

### Major accountabilities:

- Develop global integrated patient access, payer, HEOR and RWE strategies for assigned products, aimed at delivering the product differentiation most relevant to payers.
- Guide global franchise commercial and development strategy from the perspective of payers.
- Leads operationally and /or functionally a team of Patient Access, Pricing and RWE Directors.
- Define the value based global price guidance and launch sequence according to the market situation and the company pricing principles -Ensure full integration of adequate HEOR deliverables / patient access /RWE in high quality franchise strategy -Develop and represent expert value evidence input into pivotal clinical programs, including PROs and develop any additional non -registration evidence to meet the needs of medical experts and institutions involved in reimbursement and access decisions.
- Lead the franchise cross functional efforts to deliver close alignment between insights into payer evidence needs, and ensure execution of plans to generate evidence to support payer value proposition and pricing strategy.
- Provide coaching and guidance to all those who represent patient access, RWE and payer perspectives on global project teams.
- Achieving positive recommendations for assets critical to the franchise 5 year plan.
- Engage / review / refine CPO Business Cases.
- Stay abreast of internal and external developments, trends and other dynamics that affect the HEOR, RWE and Access domain, as well as of relevant scientific, clinical and commercial development in Franchise.

### Key performance indicators:

- Revenue, market availability/level of access, time to market, pricing vs.
- targets.
- Fostering a culture of transparency, trust and respect, generating customer confidence

**Minimum Requirements:****Work Experience:**

- Advanced knowledge of pricing and reimbursement environment within the.
- Deep understanding of payer/HTA across countries/regions.
- Clinical Trial Design, Data Review & Reporting.
- Cluster.

**Skills:**

- Agility.
- Business Acumen.
- Business Strategy.
- Channel Strategy.
- Cross-Functional Collaboration.
- Cross-Functional Team Leadership.
- Customer-Centric Mindset.
- Employee Development.
- External Orientation.
- Global Value Chain (Gvc).
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Influencing Skills.
- Innovation.
- Inspirational Leadership.
- Lcm Strategy.
- Market Access Strategy.
- Negotiation Skills.
- Patient Care.
- People Management.
- Pricing Strategy.
- Process Management.
- Product Launches.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Resource Allocation.
- Results Oriented.
- Risk Management.
- Stakeholder Engagement.
- Stakeholder Management.
- Strategic Partnerships.
- Value Propositions.

The pay range for this position at commencement of employment is expected to be between \$284,000.00 and

\$426,000.00 per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**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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**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>

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The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

International

Business Unit

Innovative Medicines

Location

USA

State

New Jersey

Site

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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