

# Value & Access Director

Job ID  
REQ-10044905  
Mar 26, 2025  
Norway

## Summary

The job purpose of the position is to lead the development and implementation of the patient access strategy in Norway. The main goal is to facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers at a local level. Novartis Norway's vision is to be a leader in bringing innovative medicines to patients in Norway. The role as Value & Access director is vital to this. We are searching for a key member of the Norwegian leadership team. We believe the new Value & Access director brings a strategic and collaborative mindset, with a proven success in maneuvering access hurdles strategically. To succeed in this role, you need to have the ability to navigate complex market situations. In this role you get to contribute to the important work of one of the biggest pharmaceutical companies in Norway.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Drive the identification and execution of the strategy related to patient access in Norway in line with global and local prioritization.
- Lead a team of highly passionate and skilled market access associates including value and access managers, pricing and tender managers and external affairs managers. Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans. Build go to market access and launch plans.
- Hold a strong professional network with Norwegian reimbursement authorities, healthcare providers, health economic organizations and other relevant decision-making representatives to anticipate and influence local framework conditions.
- Stay up to date on relevant changes and trends in local health policy environment and patient access activities of new competitors and communicate the business impact of this to the cross functional team.
- Active participation in the Norwegian leadership team, the Nordic Value and Access leadership team and cross functional teams.

### Essential Requirements:

- Education: Postgraduate degree in pharmacy, health policy, health economic, sciences, medicine, business administration, economic or other relevant qualification.
- Proficient Norwegian and English, both written and spoken.

- Relevant Market Access experience.
- Team leadership experience.
- Proven ability to develop trust-based relationships with key internal and external stakeholders and navigate complex networks
- Excellent analytic mindset and skills.
- Excellent negotiation skills and ability to conduct (and understand from commercial point of view) tender and reimbursement processes in Norway.

### **About Novartis Norway:**

Novartis er et nytenkende legemiddelselskap. I Norge var vi først ute med nyskapende celle- og genterapier. Vi forsker og utvikler legemidler innen et bredt spekter av terapiområder, som kreft, kroniske- og sjeldne sykdommer. Vi er stolte av å være en konstruktiv samarbeidspartner som bidrar til nye løsninger i helsesektoren. Novartis er et globalt legemiddelselskap med hovedkontor i sveits. I Norge er vi blant de største legemiddelselskapene og vi skal være ledende i å bringe innovative medisiner til pasienter i Norge. Hos oss er vi opptatt av at det skal være gøy på jobb og mulighet for å utvikle seg.

### **What we offer:**

- Competitive salary, annual bonus and pension scheme
- Health insurance
- Flexible working arrangements
- Subsidized lunch facilities
- Inclusive work environment, many social activities and a highly active social committee
- Newly renovated office centrally located in Nydalen
- Development opportunities both locally and internationally

If you are curious and have questions about this role, do not hesitate to contact:

Gry Stine Kopperud, Nordic Value & Access Head and hiring manger

Phone number: +47 91739369

Veronika Barrabés, Country Manager Novartis Norway

Phone: + 47 92499063

Application deadline: April 9th 2025

**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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Division

International

Business Unit

Innovative Medicines

Location

Norway

Site

Oslo

Company / Legal Entity

NO03 (FCRS = NO003) Novartis Norge AS

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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