

# Executive Director, Value & Access Region LaCan

Job ID

REQ-10044987

Mar 19, 2025

USA

## Summary

-Leads and develops the patient access strategy for Novartis portfolio products in a region/country -Working strategically and operationally in partnership with Regional TAs, Medical, CE&E and priority Country teams to maximize access to IM assets. -Develops and implements access solutions serving strategic TAs and maximizing IM assets, with focus on our priority geographic markets, major HTA architypes and Budget Impact architypes needs and feasibility. -May drive innovative Patient Access strategy development across the strategic TAs 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.

## About the Role

### Key Responsibilities:

- Provides effective and inspiring functional leadership for the market access team(s), actively works on career development.
- Responsible for pricing strategy across brands and countries.
- Responsible for ownership of access strategy for early launch planning (T-60 to T-36).
- Representation of region access at the international level.

### Key performance indicators:

- Revenue , market availability/level of access, time to market, pricing vs.
- targets -Reimbursement / Listing status of Key Brands -Performance vs.functional targets.

### Essential Requirements:

#### Work Experience:

- Understanding of National Health Care, regulatory environment of drug.
- Large-scale sales management and marketing experience.
- Able to understand changing dynamics of Pharmaceutical industry.
- P&R and Listing processes.
- 10+ years of pharmaceutical experience - minimum 5+ years access experience.

#### Skills:

- Agility.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.

- Employee Development.
- Finance.
- 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.
- 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.

#### **Languages :**

- English.

The pay range for this position at commencement of employment is expected to be between \$214,900.00 and \$399,100.00 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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<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>

### **EEO Statement:**

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### **Accessibility & Reasonable Accommodations**

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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