

# Patient Access Lead Estonia

Job ID  
REQ-10045661  
Mar 26, 2025  
Estonia

## Summary

The Patient Access (PA) Lead ensures access of brands to the patients, national and regional reimbursement and listings. Accounts for optimal prices of launch and in market brands. Ensures also proactive maintenance of brands already on the market, in terms of pricing and overall expenditures restrictions and generic threats. Leverages on a deep understanding of the Country political environment and healthcare structure, of national and regional regulations and drug lists to devise innovative initiatives that will guarantee a sustainable competitive advantage. Able to contribute to the regulatory decision-making process and policy environment.

## About the Role

### Major accountabilities:

- Responsible for the development of Health Policy Operations/Pricing: Ensure best launch and in-market prices according to the market situation, aligned with LT decisions and global strategies; shape Reference Price decisions; ensure accurate qualitative and quantitative input into Budget and Strategic Planning. Facilitate and consolidate country on Regional and Global strategy development. Contribute with an understanding of the impact on business strategy caused by competitors' actions.
- Responsible for the Health Policy Operations / Reimbursement & Listing: Ensure listing in regional and national drug lists; ensure HTA evaluations (as applicable) according to target positioning and reimbursement aligned with country and brand strategy. Influence early decisions in global and local development program regarding understanding of competitive environment and requirements from country and local HA's in order to facilitate market access.
- Responsible for influencing the National Health Policy: Ability to see and communicate connections in available information and how they may translate into scenarios with commercial significance. Proactively influence the pharma political environment through continuous lobbying and cooperation with the industry association
- Responsible for the development of tools and processes to evaluate return on investment of Market Access activities: Understanding the company portfolio; MA needs and contributions. Direct allocation of resources to achieve superior company business results.
- Responsible for understanding and communicating customer insights to recognize business opportunities: Building alliances and networks to capture customer insights. Lead the establishment of cross-functional teams to optimize business logic and commercial outcomes.
- Observe strictly all applicable internal and external regulations, acts and procedures, including, but not limited to: Internal Rules, Code of Conduct, Corporate Citizenship, BeSure, local industry code, etc.
- Responsible for proper and compliant reporting of Adverse Events and technical complaints for all Novartis products in order to fulfill all regulatory requirements and ethical obligations including timely forwarding of all spontaneous reports to local Drug Safety Responsible.

- Comply with the GxP quality requirements applicable to his/her area of responsibility, incl. but not limited to proper reporting of adverse events and customer complaints as well as any incident that may adversely affect the quality, safety, identity, strength, purity, availability or efficacy of a commercial product or clinical trial material and/or may compromise the Novartis Quality System and the global Novartis reputation.

#### **Key performance indicators:**

- Achievement of Novartis local P&R and uptake targets -Effective use and improvement of tracking systems to measure access.
- Shortening product(s) time to market -Improvement/expansion of patient access

#### **Minimum Requirements:**

##### **Work Experience:**

- Understanding of National Health Care, regulatory environment of drug.
- Experience with reimbursement dossier compilation.
- Proven ability to understand and clearly communicate scientific and.
- Strong negotiation and analytical skills.
- P&R and Listing processes.
- economic topics.

##### **Skills:**

- Agility.
- Analytical Skill.
- Analytical Thinking.
- Computer Network.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Finance.
- Health Economics.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Key Account Management.
- Market Access.
- Process Management.
- Product Positioning.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Value Propositions.

##### **Languages :**

- English.

**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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Division

International

Business Unit

Innovative Medicines

Location

Estonia

Site

Estonia

Company / Legal Entity

EEP1 (FCRS = LV001) SIA Baltics, Estonian

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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