

Value&Access Manager

Job ID
REQ-10047929
Apr 14, 2025
Poland

Summary

Join our team as a Value&Access Manager and play a pivotal role in shaping strategies to improve patient access to innovative healthcare solutions. You will lead the creation and implementation of initiatives that reduce time-to-market for products while ensuring their availability to patients.

Your analytical mindset and collaboration skills will be essential in developing impactful value propositions for patients, stakeholders, and Novartis. Drive and execute projects that truly make a difference in people's lives, maintaining the highest standards of operational excellence. If you have experience in the healthcare market and a passion for enhancing access to therapies – this role is for you!

About the Role

Major Accountabilities:

- Lead end-to-end reimbursement processes, including submitting patient access dossiers to regulatory authorities and negotiating with payer stakeholders, applying high standards of operational excellence
- Represent Novartis interests in external organizations such as the Ministry of Health, HTA Agency, National Health Funds (NHF), Key Opinion Leaders (KOLs), and other governmental bodies
- Develop and implement pricing and reimbursement strategies, including risk-sharing proposals, in collaboration with internal and external stakeholders
- Establish optimal Health Technology Assessment (HTA) approaches to support the reimbursement process with strong collaboration across cross-functional teams
- Coordinate and manage pharmaco-economic processes, cost-sharing schemes, and other reimbursement-related initiatives in hospitals
- Identify, describe, and prioritize key market access stakeholders to align strategies with business goals and expand patient access.
- Train marketing and sales teams on the market access process to reinforce achievement of business goals
- Lead cross-functional teams to develop vision, strategy, and market-shaping initiatives for pipeline products
- Track progress using measurement systems to monitor access, uptake, and time-to-market optimization

Key Performance Indicators:

- Achievement of Novartis local pricing & reimbursement (P&R) targets and product uptake objectives
- Effective tracking and improvement systems to measure patient access.
- Reduction of time to market for products
- Expansion of patient access and improved reimbursement frameworks

Minimum Requirements:

- At least 3 years of working experience in the pharmaceutical industry, health policy, or related field focusing on market access
- Understanding of the national healthcare and regulatory environment for drugs, including pricing and reimbursement processes
- Proven ability to understand and clearly communicate scientific, legal, and economic topics
- Experience with compiling reimbursement dossiers and engaging in negotiations with payer stakeholders
- Significant expertise in clinical guidelines, formularies, and Health Technology Assessment (HTA) processes

Education:

- University degree in a relevant scientific, economic, or business-related field

Skills:

- Strong negotiation and influencing abilities with well-developed analytical and strategic thinking
- Collaboration and leadership skills, including the ability to manage cross-functional teams and relationships with external stakeholders
- Deep understanding of economic drivers, healthcare systems, market access strategies, and policy-making processes
- Competent in tracking systems and using real-world evidence (RWE) to improve patient access and support value propositions
- Customer-centric mindset with agility in adapting to regulatory updates and market intelligence

Languages:

- Fluent English (speaking, writing, and listening)

Desirable Skills:

- Proven success in developing competitive pricing strategies and using competitive intelligence efficiently
- Expertise in public affairs, strategic thinking, and forming partnerships with payer stakeholders
- Elevated oral and written communication skills to translate complex concepts into clear business content
- Experience with cross-functional collaboration for reimbursement strategies across global, regional, and local teams

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<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>

Division
International

Business Unit
Innovative Medicines
Location
Poland
Site
Warsaw
Company / Legal Entity
PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No
[Apply to Job](#)

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

Job ID
REQ-10047929

Value&Access Manager

[Apply to Job](#)

Source URL: <https://prod1.novartis.com/careers/career-search/job/details/req-10047929-valueaccess-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Warsaw/Value-Access-Manager_REQ-10047929
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Warsaw/Value-Access-Manager_REQ-10047929