

# Value & Access Lead

Job ID  
REQ-10052325  
May 15, 2025  
Saudi Arabia

## Summary

To support the Head of Value and Access (VA) in developing and implementing the strategy for all access, listing, pricing and reimbursement activity for the CPO; to implement P&MA strategies for Oncology portfolio drugs or brands and to achieve optimal market access on listing, price and reimbursement status; to support in customization Health Economics and Outcomes Research models to support our product value proposition; to plan and prepare applications for tenders (economic evaluations & prices alignment) along with the preparation of the Saudi FDA (SFDA) pricing applications and market access submissions; Delivers Market assessment and map potential reimbursement drivers & connects evidence to support with Access & pricing strategic order to facilitate bringing new medicines to the market in a timely, consistent and efficient manner; to provide advice to internal customers (local BFs, local senior management, Head Office) on local pricing issues as required.

## About the Role

### Major accountabilities:

#### Strategy Development

- Conducting comprehensive assessments of the company's Oncology portfolio including clinical/ economic data.
- Proactively monitor changes in reimbursement/pricing dynamics within Saudi market & identify potential risk or opportunities to shape the healthcare eco-system for Oncology products uptake.
- Delivering market assessment by mapping current and potential access drivers within Saudi Arabia and craft compelling value story to position vs. other available treatments.
- Understanding competitive landscape to support the Head of VA in building effective market strategy.
- Formulates and implements the CPO Pricing & Market Access (P&MA) strategy and operational plan for Oncology.
- Supports the Head of VA in building the pricing strategy based on dynamics and demands, defining the broader CPO P&MA requirements for new and existing products.
- Engage with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions
- Develops pricing assumptions and economic measures that shape the pricing strategy.

#### Operational Delivery

- Develops and implements high quality P&MA plans for Oncology portfolio.
- Support the Head of VA to localize the required documents for enlisting per the accounts requiring any of each: Global value dossier (GVD), Health-economic models and value story.
- Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the

KAM team and cross-functional team.

- Support Head of VA in Strategic Pricing through ensuring best launch and in-market prices according to the market situation, aligned with country management decisions and global strategies.
- Prepares the application for tenders by running economic evaluations and price alignments in accordance with published guidelines as instructed.
- Prepares the SFDA pricing applications (Form16 Price Certificates), all related pricing, and market access submissions to the SFDA. Shaping reference price decisions.
- Assures timely updates of the Prices in internal system (mainly PricePRO), accountable to keep pricing database up to date, assures accurate updates of local pricing events on PricePRO, responsible for raising/submitting all business cases and price requests on PricePRO for endorsement.
- Orchestrate with the cross-functional team all internal to external processes to ensure reimbursement with optimal price.
- The provision of advice on local pricing and listing issues to colleagues and senior management as required.
- Ensure qualitative and quantitative input into the annual Integrated Product Strategy.
- Support the sustainability of long-term customer partnerships with Pharmacoeconomic/ Planning/Purchasing departments members, Clinical pharmacists and KDMs in Key Accounts that create mutual value by running projects that develop win-win situations.
- Support the implementation and management of commercial programs and agreements to maximize sales benefit to Novartis.
- Competitive Intelligence, identification & feedback of commercial threats & opportunities through market changes.

### **Business Partnering**

- Establishes strong working relationships with key cross-functional teams including Heads of Marketing, KAM, Sales, DRA, Business Franchise Heads and Head of Medical/Public Affairs.

### **Ethics and Compliance**

- Works within Ethics and Compliance policies and ensures those around him/her do the same.
- Works to ensure a diverse and inclusive environment free from all forms of discrimination and harassment.

### **Key performance indicators / Measures of success**

For assigned TA, drugs or brands:

- Managing SFDA requirements in an accurate and timely manner.
- Listing status. Price versus targets; optimal price – volume curve.
- Local value proposition for new launches and strategic products.
- Managed entry agreements.
- Time to reimbursement/access.
- Politically savvy: Networking, diplomacy and acting as a facilitator
- Customer focus: engage with key customers in the field for each assigned account. Ability understands customer's agenda, develop win-win solutions, persistence and conviction to drive an agenda
- Excellent understanding of Novartis businesses and corporate processes
- Code of conduct compliance.

### **Job Dimensions**

**Number of employees:** 0-2 depending on CPO.

### **Ideal Background & Minimum Requirements**

**Education:**

- A minimum of a bachelor's degree in economics, Health Science or Business Marketing.
- Graduate degree (MBA, master's or PhD) in Natural/Health sciences, Pharmacoeconomics or business studies.
- Proven experience in the field of health economics and managed entry agreements (MEAs).
- Excellent communication and negotiation skills.

**Experience:**

- A minimum of 3 years of work experience, in market access related role of key accounts management, Market access in the pharmaceutical industry\ & preferable in Oncology therapy area.

**Skills:**

- High business acumen & commercial understanding
- Strong analytical skills and strategic thinking
- Strong in cross-functional collaboration
- Strong in Market intelligence
- A time and quality conscious, assertive personality, team worker with good computer knowledge.

**Languages:**

- English & Local languages, strongly desirable.

**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

Saudi Arabia

Site

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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