

Value and Access Head ACC

Job ID
REQ-10052735
Jul 04, 2025
Panama

Summary

LI-Hybrid
Location: Panamá City, Panamá

Step into a pivotal leadership role where your strategic vision will shape how patients across the Andean, Central America and Caribbean region access life-changing treatments. As the Value and Access Head, you'll drive innovation and equity in healthcare by designing bold access strategies that unlock the full potential of Novartis' diverse portfolio. This is your opportunity to influence national healthcare systems, forge impactful partnerships, and accelerate the delivery of breakthrough therapies to those who need them most. Join a passionate team committed to reimagining medicine—and make a measurable difference in patients' lives every day.

About the Role

Key Responsibilities

- Lead the development of innovative patient access strategies across Novartis' portfolio in the **Andean, Central America and Caribbean** region.
- Identify and act on opportunities within public and private access environments.
- Shape strategic direction across core therapeutic areas including oncology, immunology, and gene therapies.
- Build integrated strategies using market research, evidence planning, and competitive analysis.
- Accelerate patient access to innovation through ecosystem partnerships and timely execution.
- Design advanced models to optimize account management and resource allocation.
- Drive commercial excellence through forecasting, planning, and performance analysis.
- Co-lead the commercial committee and influence strategic business decisions.
- Strengthen Novartis' market position through stakeholder engagement and negotiation.
- Continuously enhance access capabilities to maintain competitive advantage in a dynamic market.

Essential Requirements

- Minimum of 10 years of proven leadership experience, including at least 8 years leading other leaders.
- Strong understanding of key market access stakeholders, including payers, government bodies, and associations.
- Demonstrated success in large-scale sales management and strategic marketing roles.
- Proven ability to navigate the evolving dynamics of the pharmaceutical industry.
- In-depth knowledge of pricing, reimbursement, and listing processes.
- Expertise in both government and private payer reimbursement systems.

- Comprehensive understanding of healthcare systems across the **Andean, Central America and Caribbean** region and their regulatory landscapes.
- Fluency in both English and Spanish, with excellent communication skills.

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>

Division

International

Business Unit

Innovative Medicines

Location

Panama

Site

Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

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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