

# Value & Access Lead

Job ID  
REQ-10031291  
Dec 13, 2024  
Ireland

## Summary

We are looking for a talented and experienced individual to join our team as a Value and Access Lead. As the Value and Access Lead, you will play a crucial role in developing and implementing strategies to optimize patient access and ensure the value of our products in the market.

## About the Role

### Key Responsibilities:

- Lead the development and execution of value and access strategies at a regional or national level.
- Collaborate with cross-functional teams to gather insights and conduct market research to inform the development of effective value and access plans.
- Build strong relationships with government authorities, healthcare providers, payers, and other key stakeholders to influence reimbursement and access decisions.
- Stay updated on legislative pricing and reimbursement trends, and provide timely communication to the team.
- Work with regional and franchise teams to develop business cases that support optimal patient access.
- Conduct negotiations and manage tender processes from a commercial perspective.

### Essential Requirements:

- Proven track record in developing and implementing value and access strategies at a regional or national level.
- In-depth knowledge of reimbursement processes, pricing strategies, and commercial principles.
- Strong analytical and problem-solving skills, with the ability to gather and interpret market insights.
- Excellent cross-functional collaboration skills, able to work effectively with teams from various functions.
- Customer-centric mindset, with a focus on delivering value and improving patient outcomes.
- Demonstrated negotiation skills and experience in managing tender processes.
- Effective communication skills, with the ability to engage and influence key stakeholders.

### Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:**

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

**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

Ireland

Site

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

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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