

Value & Access Manager

Job ID
REQ-10040512
Feb 18, 2025
Sweden

Summary

Location: Stockholm, Sweden. Hybrid.

The Value & Access manager (VAM) is responsible for identifying and finding solutions to access related challenges and opportunities (e.g., HTA, reimbursement and pricing/tendering), and to work cross-functionally to secure development of best possible access.

The VAM will identify, initiate and support access projects like HTA and reimbursement needs and actively engage in the development of the HTA dossier through engaging with the Nordic HEOR team.

Critical to success in the role will be to ensure solid cross functional collaboration and high standard HTA pre-work, submissions and follow up with HTA body.

The VAM role is primarily office based however customer-facing activities should be expected.

This position reports to the Value & Access Director Sweden.

About the Role

Your Key Responsibilities:

Your responsibilities include, but not limited to:

- **Pricing:** Key responsible person for tasks related to tendering and pricing; the latter also including price applications, identify and drive possible innovative price agreements and managed entry agreements at national or regional level.
- Proactively identify pricing and tendering challenges and opportunities with local cross-functional team and find appropriate solutions to secure optimal outcome of all tenders and price renewals for key brands. Maintain pricing databases and all documents/files/contracts related to pricing, negotiation and tendering.
- **HTA and reimbursement:** Key responsible person to initiate HTA discussions with HTA bodies and to follow up an HTA dossier submitted for reimbursement. Responsible for optimization of an HTA dossier: Through early access analyses, identify opportunities and risk, and to ensure mitigation plans are in place and executed.
- Responsible to identify and align a submission strategy with Value and Access Director and HEOR manager, secure country HTA needs are included in dossier, HTA strategy is followed both regarding dossier development, and partnering with key external stakeholder.
- Drive market readiness. Proactively identify access opportunities with local and Nordic cross-functional team and find appropriate solutions to secure optimal outcome in all HTA and reimbursement submissions.
- **Value propositions:** Process owner in the development of payer related value propositions (e.g., NGE-

materials with payer value stories) for key brands. Training and communication of value stories internally and if relevant, externally.

- Inspire and role model excellence. Strategic-oriented, results & growth driven and customer-focused culture, fostering innovation, and building best-in-class teams that fully exploit all market opportunities.
- Rigorously role model and foster unbossed, inspired & culture.

Essential Requirements:

- Education: Bachelor's or Master's Degree.
- Min. 3-5 years of experience in HTA dossiers and/or national managed entry negotiations.
- Proficient Swedish and English, both written and spoken.
- Strong understanding of the Swedish system.
- Project management.
- Cross functional collaboration.
- Strong negation skills.

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Division

International

Business Unit

Innovative Medicines

Location

Sweden

Site

Kista

Company / Legal Entity

SE06 (FCRS = SE006) Novartis Sverige AB

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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