

# Value and Access Manager

Job ID  
REQ-10031845  
Dic 19, 2024  
Sudáfrica

## Resumen

Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level and to ensure sustainable and equitable patient access to Novartis' innovative therapies by developing and implementing strategic initiatives tailored to local market needs. This role is responsible for managing pricing strategies, reimbursement processes, and regulatory interactions to facilitate the efficient market entry and availability of Novartis products. Additionally, the Value & Access manager will build and maintain strong relationships with key stakeholders, including healthcare authorities, key opinion leaders, and institutional decision-makers, to navigate the complex healthcare landscape and optimize market access solutions and to create value for customers, patients and Novartis.

## About the Role

### Major accountabilities:

- Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.
- work with payors across the healthcare ecosystem to broaden access to medicines for eligible patients
- Lead projects to submit patient access dossiers to regulatory authorities applying high standards of operational excellence.
- Has deep understanding of customer needs and the competitive and P&R environment to provide early relevant input into local product development decisions.
- Provides analytical rationale for Business Cases
- Support TA's by integrating market access strategies into product plans and cooperate with national and international cross-functional teams.
- Maintain and update all relevant P&R tools and systems.
- Create insightful reports that translate the outputs of analysis of relevant data on pricing and reimbursement strategy of Novartis and competitor products into impactful business recommendations.
- Ensure market access excellence by capturing events in the external healthcare environment that impact market access, to identify potential risks and opportunities impacting Novartis products and develop strategies in collaboration with the TA's to mitigate the risks and optimize opportunities.
- Build and leverage strong networks and relationships with key customers, key opinion leaders and individual and institutional key decision makers, to optimize the positioning and messaging of Novartis products and facilitate the co-creation of value propositions with customers.
- Leads the local input to both global and local pricing
- Adapt Global Health Economics models to accurately reflect local environments
- Good negotiation skills and ability to support (& understand from commercial point of view) tender/deal with the region

- Identify the need for relevant tools e.g. budget impact models, value dossiers, business cases, to support product/ solution adoption and brief this into market access strategy or identify solutions to develop these tools.
- Distribution of marketing samples (where applicable)

### **Key performance indicators:**

- Achievement of Novartis local P&R and uptake targets -Effective use and improvement of tracking systems to measure access.
- Shortening product(s) time to market -Improvement/expansion of patient access

### **Minimum Requirements:**

#### **Work Experience:**

- Must have prior experience in the Value & Access function, preferably from a multinational company with a proven track record of success
- Proficient in reimbursement dossier compilation, demonstrating the ability to navigate complex processes and requirements.
- Possess strong communication skills, with the capability to effectively comprehend and explain scientific and economic concepts.
- Exceptional negotiation abilities, enabling the manager to advocate for optimal reimbursement and access outcomes.
- Analytical skills that allow for the evaluation and interpretation of data, ensuring informed decision-making.
- Thorough understanding of the National Health Care system, including familiarity with the regulatory environment of drug pricing and reimbursement processes.
- Knowledgeable about drug listing procedures, with the capability to navigate and succeed within these processes

#### **Skills:**

- Agility.
- Analytical Skill.
- Analytical Thinking.
- Computer Network.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Finance.
- Health Economics.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Influencing
- Key Account Management.
- Market Access.
- Negotiation
- Process Management.
- Product Positioning.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).

- Value Propositions.

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División

International

Business Unit

Innovative Medicines

Ubicación

Sudáfrica

Sitio

Midrand

Company / Legal Entity

ZA01 (FCRS = DEL) South Africa

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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