

# VALUE ACCESS MANAGER

Job ID  
REQ-10030351  
Nov 18, 2024  
Spagna

## Sommario

- ~ Implementa estrategias a nivel nacional, contribuye a los listados oportunos y renovaciones de contratos de las marcas Novartis.
- ~ Interpreta los resultados de la investigación del pagador para desarrollar información sólida sobre las necesidades explícitas e implícitas de los pagadores. Aprovecha este conocimiento del entorno del pagador para desarrollar, precios de marca óptimos, mercado estrategias de posicionamiento e influencia de las partes interesadas.
- ~ Ofrece acuerdos de listado de productos de alta calidad, impactantes y desarrolla estrategias de negociación en colaboración con la Política de Salud y/o el Equipo de Acceso.
- ~ Gestionar equipos multifuncionales en el desarrollo y presentación de expedientes de prueba a los organismos HTA y/o P&R

## About the Role

### Key Responsibilities:

- Assess and lead pricing strategy and commercial models by brand considering lifecycle management, stakeholders' needs and access strategy. Collaborating with other key functions to maximize value creation.
- Responsible for the development Public Offering Strategy to ensure company results' maximization while developing Innovative Purchasing solutions.
- Lead Market Access Projects to create competitive pricing solutions for Regions and Hospitals while collaborate to implement a comprehensive set of added value services.
- Being accountable for the pricing analysis and commercial offering performance to anticipate and enable early reaction to market changes.
- Creating networking and long-term relationship with hospital technicians to capture and anticipate future trends insights to drive new Pricing Policies team direction.
- Serve as subject matter expert for internal stakeholders and external HCPs regarding education on Reimbursement, Pricing and Purchasing Models
- Maintain and share relevant information regarding account contacts, prior authorization requirements, trends, competitive intelligence, etc. with the Market Access Department.
- Execute business in accordance with the highest ethical, legal, and compliance standards, including timely and successful completion of all required training

### Essential Requirements:

- Degree in one or more of the following areas: pharmacy, life sciences or business administration, from an accredited university required.

- Master in Market Access, Health Economics or Public Health
- 3-5 years of significant pharmaceutical experience in a similar position within a Pharma company, Public Hospital or alternatively on a Healthcare Consulting firm.
- Public Purchasing knowledge is a plus

#### **Desired requirements:**

- Excellent interpersonal skills and ability to work effectively with others in and across the organization to accomplish team goals
- Demonstrable analytical, interpretative, and problem-solving skills
- Well-developed written and verbal communication skills including presentations, meeting and workshop facilitation, business and report writing
- Strong capability in juggling priorities to meet deadlines while retaining consistently high-quality outcomes
- Must show evidence of strategic thinking and must have led on strategic insights
- A willingness and ability to travel.

#### **Languages:**

- Local language: fluent written and spoken
- English: fluent written and spoken

#### **Benefits and Rewards:**

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

#### **Commitment to Diversity and Inclusion / EEO**

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

**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>

Divisione

International

Business Unit

Innovative Medicines

Posizione

Spagna

Sito

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

Madrid Delegación, Spagna

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
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