

Head Value & Access, SSA

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Available in: English

Сводка

The SSA (V&A) Head leads the development and execution of integrated access, pricing, HEOR/HTA, and healthcare system shaping strategies to secure and sustain timely, equitable, and commercially-viable patient access to Novartis innovations. The role ensures end to end access excellence across the portfolio, with disproportionate focus on priority Therapeutic Areas (TAs) and key launches in large, complex healthcare systems.

The role drives external partnerships, shapes the evolving healthcare ecosystem, and leads cross functional collaboration to deliver compelling value propositions for payers, policymakers, providers, and patients

About the Role

Major Accountabilities:

- **Access Strategy**
 - Lead development and implementation of the national access strategy for priority TAs and key assets.
 - Shape the Target Product Profile (TPP) (*specific markets only*) and early pipeline opportunities by representing the payer voice and access feasibility.
 - Define asset maximization strategies including indication sequencing and long-term access planning.
 - Drive integrated cross-functional access plans aligned with commercial, medical, and public affairs priorities.
- **Healthcare System Shaping & Partnerships**
 - Build strategic partnerships with government, payers, policymakers, hospitals, patient groups, and other ecosystem stakeholders.
 - Co-create innovative healthcare system solutions that improve access, affordability, and sustainability.
 - Anticipate and shape policy and system evolution to create an environment enabling best-in-class launches.
- **Pricing & Contracting**
 - Lead national pricing strategy, price governance, and operational pricing processes.
 - Conduct pricing research, forecast scenarios, and guide tendering and contracting decisions.
 - Drive successful price and reimbursement negotiations—including outcome-based agreements and innovative contracting solutions.
 - Ensure compliance with international pricing policies.
- **HEOR / HTA Strategy & Submissions**
 - Lead HEOR/HTA strategy development and integrated evidence planning for key assets.
 - Drive timely, high-quality HTA and regulatory submissions.
 - Oversee development of value dossiers, economic models, BIA/CEA analyses, and treatment comparisons.
 - Ensure local evidence generation plans reflect payer requirements and ecosystem realities.
- **Access Field & Key Account Leadership**
 - Oversee Access Field teams to build strong relationships with hospitals, payers (regional/national), private insurers, and wholesalers.
 - Lead cross-functional account strategy development and ensure execution of access-critical projects.
 - Support early access schemes, contracting execution, hospital listings, and healthcare system readiness
- **Talent & Leadership**
 - Lead and coordinate cross-functional teams to execute strategic priorities.
 - Build a high-performance culture, manage recruiting, performance, and coaching; develop critical capabilities and talent pipelines.
 - Attract, develop, and retain top talent; strengthen succession plans and capabilities across the country organization.
 - Role-model Novartis Leadership Expectations & Behaviors, inspire transformation and performance, and demonstrate self-awareness with a growth mindset.

Key Performance Indicators

- **Access & Launch Excellence**
 - Time to access vs. target (pricing & reimbursement timelines)
 - Reimbursement outcomes (price level, restrictions, indications)
 - Launch sequence execution and pull-through performance.
- **Pricing & Contracting**
 - Price realization vs. guidance
 - Success rate of contract negotiations (volume, impact, innovation level).
 - International reference pricing compliance.
- **HEOR/HTA & Evidence**
 - Quality, completeness, and timeliness of HTA submissions.
 - Approval rate and assessment outcomes from HTA agencies.
 - Availability of payer-relevant evidence packages.
- **Healthcare System Shaping**
 - Number and impact of co-created system solutions.
 - Policy shaping influence and partnership depth.
- **Team Leadership & Engagement**
 - Team engagement, retention, and development progression.
 - Strengthening of V&A capabilities across the organization
 - Identified +2 RN successors (internally or externally)

Education:

- University degree required (Health Economics, Public Health, Life Sciences, Medicine, Pharmacy, Economics, or equivalent).
- Advanced degree preferred (e.g., MSc, PHD, MBA).

Languages:

- English

Experience / Professional Requirement:

- 7+ years of experience in Market Access, HEOR, Pricing, Health Policy, or related disciplines.
- Direct leadership experience managing teams of ~10–20 people.
- Deep understanding of the SSA healthcare ecosystem and ideally exposure to other market archetypes.
- Proven experience working with government, regulators, HTA bodies, payers, policymakers, or political stakeholders.
- Strong track record in price negotiations, innovative contracting, and shaping payer strategies.
- Experience in co-creating healthcare solutions with external stakeholders at system or disease-area level.
- Demonstrated ability to represent payer perspective in early pipeline shaping and clinical development discussions.
- Cross-functional experience (Commercial, Medical, Public Affairs) and above-country experience are strong assets

Functional & Leadership Skills.

- **Navigate Complexity:** Anticipates trends, shapes innovative access models, and excels in highly matrixed environments.
- **Deliver Collective Impact:** Builds strategic partnerships, drives joint value creation, communicates with courage and influence.
- **Lead & Develop People:** Engages, empowers, and develops teams; influences senior stakeholders; creates trust and purpose.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Corporate & Division Services

Место

Кения

Сайт

Kenya

Company / Legal Entity

KE03 (FCRS = KE003) NVS Kenya Limited

Alternative Location 1

Midrand, Южноафриканская Республика

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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