NOVARTIS

TA Access Strategy, HEOR, Pricing Head

Job ID
REQ-10090678
Окт. 27, 2026
Южная Корея

Сводка

TA Access Strategy, HEOR, Pricing Head
Location : Seoul

#LI-Hybrid

Do you want to shape how breakthrough innovations reach patients around the world? Join Novartis in our Value & Access team and help build winning market access strategies that turn science into real value for payers, healthcare systems, and patients.

About the Role

Major Accountabilities:

- **Shape access strategy:** Develop and deliver access strategy and execution for compounds/brands across the research–development–commercialization continuum, translating science into compelling payer and healthcare system value propositions.
- **Drive the Integrated Product Access strategy:** Clearly articulate product differentiation most relevant to payers, patients, and healthcare stakeholders – from target population and endpoints to comparators and health economics data.
- **Influence development:** Ensure access input is reflected in TPPs, clinical programs, BD&L assessments, asset maximization, and indication sequencing.
- **Build the evidence:** Identify evidence needs beyond registration studies and partner with HEOR & PCO to deliver high-quality, cross-franchise evidence.
- **Enable countries:** Support country teams in payer negotiations with timely, high-impact materials.
- **Co-create pricing:** Work with Commercial and Pricing teams to shape international pricing strategy and guidance.
- **Collaborate without silos:** Represent Access with internal partners and external stakeholders, working across TAs, Medical Affairs, Development, Biomedical Research, S&G.

Requirements

- University degree in life sciences, health economics, public health, business, or related field; advanced degree preferred;
- Minimum 10 years of extensive experience in market access, pricing, or related disciplines in pharmaceutical industry
- Proven solid leadership experience managing teams
- Proven track record of developing integrated access and pricing strategies for innovative medicines across the lifecycle.
- Experience engaging with payers, HTA bodies, health authorities, and external decision-makers.
- Strong cross-functional leadership skills with ability to lead complex initiatives in matrix environments.
- Demonstrated capability in pipeline and early access strategy, including evidence needs and clinical design considerations.
- Strong analytical, strategic, and scenario-planning capabilities to support access decision making.
- Excellent negotiation, stakeholder management, and value story communication skills.

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
Marketing
Место
Южная Корея
Сайт
Seoul
Company / Legal Entity
KR01 (FCRS = KR001) Novartis Korea Limited
Functional Area
Market Access
Job Type
Full time
Employment Type

Regular
Shift Work
No

Novartis are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

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