

# Head Legal Value & Access

Job ID  
REQ-10075784  
апр 21, 2026  
Великобритания  
Available in: English

## Сводка

#LI-Hybrid  
Location: London, UK

We're a team of smart, dedicated people united by a drive to achieve together. In this role, you will lead the legal strategy and governance for Value & Access (V&A) across international markets, covering pricing and reimbursement, market access, HTA, payer contracting, public procurement, and related policy. You will provide practical, solution-oriented advice in a fast-changing environment shaped by trade barriers, competition scrutiny, launch sequencing, reference pricing, exclusivity frameworks, and new pharmaceutical legislation. You will partner closely with market access, government affairs, policy, regulatory, medical, compliance, and commercial leaders to enable compliant, patient-focused access strategies while managing legal, regulatory, reputational, and access risks.

## About the Role

### Key Responsibilities:

- Lead legal strategy and provide senior counsel on value and access matters, including pricing, reimbursement, HTA, payer engagement, tendering/procurement, and innovative access models.
- Establish legal guardrails for value narratives, payer materials, and access initiatives in coordination with Medical/Regulatory/Compliance. Advice on launch sequencing, access archetypes, and contracting approaches; recommend risk mitigation plans.
- Support HTA and coverage frameworks, including evidence requirements, value dossiers, payer negotiations, and interactions with national decision makers.
- Advice on regulatory data protection and exclusivity and related lifecycle and biosimilar/generic entry considerations, in coordination with regulatory and IP teams.
- Support the interpretation and operationalization of the new EU pharmaceutical package and other pharmaceutical reforms across International, advising on incentives, launch/supply obligations, access expectations, exclusivity periods, and portfolio implications.
- Provide guidance on most favored nation type pricing issues, cross market pricing implications, rebate/discount structures, and associated competition law and enforcement risk.
- Oversee pricing and reimbursement support, including external reference pricing, confidential rebates/discounts, clawback/payback mechanisms, managed entry agreements, and national reimbursement conditions.
- Advise and provide guidance on the drafting, review, and negotiation of payer and stakeholder agreements (including value based arrangements), and on public procurement/tender strategy and related compliance requirements.
- Ensure compliant payer facing activities; design and deliver training for affiliates and regions on access law fundamentals (competition, payer interactions, tendering, data/privacy, transparency). Build a community of practice to share legal learnings and enforcement trends across markets. Support responses for regulatory inquiries, audits, and dawn raids related to pricing, access, and tendering.
- Anticipate and mitigate legal and policy risks arising from market reforms, external reference pricing, procurement pressure, competition enforcement, supply obligations, and evolving access expectations, and translate policy/legal developments into practical guidance and governance tools.

### Essential requirements:

- Law school graduate & Bar member
- Significant post qualification legal experience, with substantial exposure to the pharmaceutical, biotechnology, or broader life sciences sector.
- Deep expertise in pricing, reimbursement, market access, health technology assessment, public procurement, competition law, and regulated stakeholder engagement.
- Strong understanding of EU and other national legal frameworks affecting pharmaceutical access and commercialization.
- Demonstrated experience advising on complex cross border matters involving policy change, launch strategy, payer contracting, and enforcement risk.
- Fluent English both written & verbal; any additional language is an advantage

### Commitment to Diversity & Inclusion:

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

### You'll receive:

Competitive salary, Short term incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities

**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 \(PDF 30 MB\)](#)

Primary location salary range  
£92,960.00 - £172,640.00

Дивизион  
Legal  
Business Unit  
Legal

Место  
Великобритания  
Сайт  
London (The Westworks)  
Company / Legal Entity  
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.  
Functional Area  
Юристы, Интеллектуальная собственность, Compliance  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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