NOVARTIS

TA Access Strategy Head

Job ID
REQ-10077361
Jun 10, 2026
Испания

Сводка

The TA Access Strategy Head leads the development and execution of an integrated, market-specific access and pricing strategy across the product lifecycle. The role ensures timely, sustainable, and differentiated patient access by shaping value strategies, guiding cross-functional teams, and engaging key external stakeholders to support optimal reimbursement and long-term market access success.

This role is based in Barcelona or Madrid. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible to you.

#LI-Hybrid

About the Role

Key responsibilities:

- Develop and lead the integrated access and pricing strategy for the TA across launch and lifecycle, aligning value proposition, positioning, and access ambition.
- Provide access input into pipeline and Target Product Profiles, guiding indication sequencing, affordability considerations, and early access hypotheses.
- Define pricing, contracting, and negotiation strategies to achieve optimal reimbursement and sustainable access outcomes.
- Lead cross-functional coordination of access strategy execution, partnering closely with Commercial, Medical, HEOR/HTA, Regulatory, Policy, and Field teams.
- Drive early access preparation activities, consolidating cross-functional inputs up to 36 months pre-launch to enable informed decision making.
- Build and maintain strong relationships with payers, health authorities, and access-relevant stakeholders, representing Novartis in negotiations and policy discussions.
- Shape healthcare system readiness and access landscape strategies, including private market and alternative funding approaches where relevant.
- Provide access leadership across pipeline, launch, and in-market assets, including lifecycle management, HTA updates, and pricing reviews.
- Gather and integrate market, payer, and field insights into ongoing strategy refinement and portfolio decisions.
- Lead, develop, and inspire high-performing teams and matrix partners, role-modeling Novartis Leadership Expectations and an enterprise mindset.

Essential Requirements:

- University degree in life sciences, health economics, public health, business, or related field; advanced degree preferred; fluent English and Spanish are required; 7 – 10 years of extensive experience in market access, pricing, or related disciplines.
- Proven solid leadership experience managing teams of more than 10 people.
- 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.
- Learning agility, resilience, and ability to operate effectively under ambiguity and changing external conditions.

Commitment to Diversity and Inclusion:
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

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
€109,800.00 - €204,000.00
Дивизион
International
Business Unit
General Management

Место
Испания
Сайт
Barcelona Gran Vía
Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.
Alternative Location 1
Madrid Delegación, Испания
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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