

Value & Access Lead

Job ID
REQ-10075460
апр 09, 2026
Саудовская Аравия

Сводка

Support the Head of Value & Access in developing and implementing CPO access, listing, pricing, and reimbursement strategy, ensuring optimal market access outcomes for assigned therapeutic areas and brands.

About the Role

Location: Riyadh

#LI-Hybrid

Main accountabilities

- Formulates and implements the CPO Pricing & Market Access (P&MA) strategy and operational plan for BU. Understanding competitive landscape to support the Head of VA in building effective market strategy.
- Proactively monitor changes in reimbursement/pricing dynamics within Saudi market & identify potential risk or opportunities to shape the healthcare eco-system for products uptake.
- Delivering market assessment by mapping current and potential access drivers within Saudi Arabia and craft compelling value story to position vs. other available treatments.
- Supports the Head V&A building the pricing strategy based on dynamics and demands, defining the broader CPO P&MA requirements for new and existing products.
- Support Head of VA & KAM in Strategic Pricing through ensuring best launch and in-market prices according to the market situation, aligned with country management decisions and global strategies.
- Engage with payers and decision makers who play a key role in technical drug evaluation to gather insights that drive impactful actions
- Support the Head of VA to localize the required documents for enlisting per the accounts requiring any of each Global value dossier (GVD), Health-economic models and value story.
- Delivers training as needed on the Global/Local HEOR tools and models, objection handling etc. to the KAM team and cross-functional team.
- Prepares the application for tenders by running economic evaluations and price alignments in accordance with published guidelines as instructed.
- Prepares the SFDA pricing applications (Form16 Price Certificates), all related pricing, and market access submissions to the SFDA. Shaping reference price decisions.

Requirements

- Graduate degree (MBA, master's or PhD) in Natural/Health sciences, Pharmacoeconomics or business studies.
- A minimum of 7 years of work experience, in market access related role of key accounts management, Market access in the pharmaceutical industry & preferable in Immunology therapy area.
- Proven experience in the field of health economics and managed entry agreements (MEAs).
- Excellent communication and negotiation skills.
- High business acumen & commercial understanding, with strong analytical skills and strategic thinking
- Strong in cross-functional collaboration
- Strong in Market intelligence
- A time and quality conscious, assertive personality, team worker with good computer knowledge.

Languages: Fluent English & Arabic

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Sales
Место
Саудовская Аравия
Сайт
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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