Value and Access Lead (Hanoi)

Job ID
REQ-10061804

12 31, 2025

Vietnam

Location: Hanoi #LI-Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role:
We are looking for experienced Value and Access Lead to help us with our ambitious mission. You will be responsible for the introduction of innovative medicines rapidly for the widest patient populations who need it, at a price reflecting the value of the new compounds.

This role reports directly to Country Head of Value and Access

About the Role

Key Responsibilities:

- Design and implement the Value & Access strategy aligned with regional guidelines and country targets, while supporting cross-functional teams on related matters.
- Identify access gaps for current and upcoming pharma products (e.g., reimbursement limitations, budget allocations) and develop actionable Value & Access plans.
- Build and tailor innovative access programs (e.g., outcome-based, risk-sharing, patient affordability) to local needs, ensuring commercial and corporate impact.
- Support institutional commercial policies with pricing and discount guidelines adapted to market requirements.
- Champion innovative pricing and access models through stakeholder engagement, ensuring early and practical implementation of value propositions.
- Monitor healthcare environment changes to anticipate scenarios and proactively adjust strategies.
- Develop and maintain strong relationships with key stakeholders, including government authorities, institutional leaders, physicians, pharmacists, and patient associations.
- Lead the development and implementation of listing and reimbursement processes, while supporting marketing strategies and new product launches.

Experience Requirement:

- University degree in Life Sciences (Medical, Pharmacy, Biology), Health Economics, Health Management, or Public Health.
- Minimum 5 years of experience in the pharmaceutical or healthcare industry, with strong exposure to Commercial functions (Sales, Marketing, or Market Access).
- Proven expertise in project management and implementation, including cross-functional coordination.
- Experience in government and private negotiations, with knowledge of registration processes and reimbursement dossier compilation.
- Familiarity with public relations or government affairs is an advantage.

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)

International

Business Unit
Communications

Vietnam

Vietnam

Company / Legal Entity
VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

function adjustKalturaPlayer() { var deviceWidth = window.innerWidth || document.documentElement.clientWidth || document.body.clientWidth; var mediaElement = document.getElementById("kalturaplayer698095218024f883493232"); var mediaContainer = mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px"; var originalWidthValue = parseFloat(originalWidth); var originalHeightValue = parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var finalWidth = parseFloat(parentStyles.width); if (finalWidth var config = { targetId: "kalturaplayer698095218024f883493232", provider: { widgetId: "1_0m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {

disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;(' left', ' right', ' top', 'bottom') to enable transcript. expandMode: "over", // Default: alongside;(' alongside', ' hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable: true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: KalturaPlayer.ui.components.Remove }] } }; config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true }; config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true }; config.ui.uiComponents = []; config.plugins.googleTagManager = {}; config.plugins.googleTagManager.customEventsTracking = {}; config.plugins.googleTagManager.containerId = 'GTM-57RJQ5'; config.plugins.googleTagManager.customEventsTracking.custom = []; config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } };

try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => { setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) { players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => { players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause === 'function') { otherPlayer.pause(); } }); }); }); } } catch (e) { console.error(e.message) }

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

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