

## Value and Access LeadHanoi

Job ID  
REQ-10061804

10月 30, 2025

Vietnam

### 摘要

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

### Mission of Position:

- Provide strategic direction in line with the overall global and regional Value & Access strategy to achieve key priorities for the country.
- Effectively support introduction of innovative medicine rapidly into the market for the widest approvable indications, largest patient population who need it, at a price reflecting the value of the new compound
- Working with regional office to close access gaps at Institutional, Government, and Patient level in the country
- Focus in developing an analytical approach and negotiation strategy support towards pharma market opportunities, mainly in Government & Private institutions
- Develop strategic & tactical plans to explore new access opportunities
- Anticipate future trends in the market, developing an innovative response in order to build sustainable competitive advantage
- Work with stakeholders such as payors, customers, patients, governments, funders, etc., to make Novartis the most respected entity in the healthcare industry.

### Main Responsibilities:

- Designing and implementing overall Value & Access strategy in line with regional guidelines and country 's targets, and providing active support to other functions on all Value & Access matters
- Identify access gap for current and near to launch pharma products: reimbursement limitation, government budget allocation, major Health Care institution priorities...; explore priorities/ solutions and implement Value & Access plan
- Through a deeper understanding of patient needs and science of products, build new programs or implement existing global access models tailored to local country needs (e.g. Outcome based program, Risk sharing program, Patient Affordability Programs...) and be responsible with cross functional teams on commercial and corporate impact.
- Support institutional commercial policy with pricing / discounts guidelines adjusted to needs of pharma market
- Champion Innovative Pricing/ Access Models through stakeholder engagements with an emphasis of practical and early implementation of our value proposition
- Constantly monitor environmental changes in healthcare sector to capture and anticipate different scenario evolutions, and transform into proactive actions
- Develop strong relationships with key stakeholders (Government, Institutional Authorities, Institutional KEEs and physicians, distribution chain, administrators, Pharmacists, Auditors and Patient associations)
- Responsibilities related to regional/country needs:
  - Understand which competitors have strong performance and uncover what is working for them.
  - Provide support to the Marketing area for building strategies and implementation of promotion activities within the country, supporting new product launch strategies (participating in launch readiness reviews).
  - Develop Access Models and support implementation in the country.
  - Leading in development and implementing listing and reimbursement.

### Key interfaces and relationships:

## Internal

- Country Level: Commercial team (Franchise Heads, Hospital Solutions and & KAM, Marketing, Field Forces; Retail); Medical Affairs; DRA; Legal; Public Affairs; Communications and Patient Engagement...
- Region: Asia Cluster: Value & Access; Marketing Teams; Medical, Clinical and Regulatory Affairs; Legal; Public Affairs; C&E...
- Global: Health Economics & Pricing, Global Value & Access, Public Affairs; Communications and Patient Engagement...

## External

- Stakeholders such as Health Technology Assessment groups, Ministry of Health, VSS, other health insurance companies and other related local institutes/organizations: Government, Institutional Authorities, Institutional KEEs and physicians, distribution chain, administrators, Pharmacists, Auditors and Patient associations.

## Educational Requirements

### Basic:

- University degree: Life sciences (Medical, Pharmacy, Biology...) / Health Economics / Health Management/ Public Health

### Advance (preferred):

- Advance Degree in Health and/or MBA Level

## Experience/Professional Requirement:

### Experience:

At least 5yrs in pharma / healthcare environment, ideally in the following areas

- Commercial (Sales, Marketing or Market Access) - key to the role
- Project management and implementation
- Government and private negotiations
- Exposure to registration process & reimbursement dossier compilation
- Public relations / Government affairs (optional)

### Knowledge

- Health care systems
- Pricing and Health Economics - HEOR
- Stakeholder management

- Account management
- Marketing strategy, Product management
- Niche and high-cost treatment
- Patient Advocacy (basic)

## Skills & Behaviors

- Strong analytical skills
- Interpersonal relationships
- Negotiation & lobbying
- Dealing with ambiguity
- Oral and written communications
- Out-of-the-box thinking
- Active listening
- Team player

## Languages

- English mandatory

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: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit

Communications

地点

Vietnam

站点  
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

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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