NOVARTIS

Value & Access Head

Job ID
REQ-10073055

3   16, 2026

Spain

The Value & Access Head plays a critical leadership role in shaping and executing access strategies that enable patients to benefit from Novartis' priority therapeutic areas and key assets.

This role drives healthcare system partnerships, leads complex market access negotiations, and ensures high quality regulatory and HTA submissions. With a strong focus on collaboration and innovation, the V&A Head builds and develops agile, cross functional teams to deliver sustainable value for patients, healthcare systems, and Novartis.

#LI-Hybrid

About the Role

Key Responsibilities:

- **Access Strategy:** Drive access strategies for priority therapeutic areas and key assets by translating deep healthcare system insights into innovative solutions, including new reimbursement and population based models, to ensure rapid and sustained patient access.
- **External Environment & Foresight:** Anticipate market access, regulatory, political, legal, and data-driven (e.g. AI) developments to proactively shape the healthcare system, prepare the pipeline, and identify new launch and affordability opportunities, in collaboration with Public Affairs.
- **Healthcare System Shaping & Partnerships:** Proactively engage disease area-relevant stakeholders to shape and influence the local healthcare system, co creating portfolio level solutions that address the needs of the full patient population.
- **Innovative Access Solutions:** Co develop outcomes based and digitally enabled access solutions with health authorities and partners to address healthcare system pain points, support early diagnosis, and differentiate the Novartis offering.
- Lead market access contracting negotiations and outreach programs for the Novartis product portfolio, leading advanced pricing negotiation by co-creating innovative contracting and/or population-based models while addressing affordability and trust challenges
- Drive timely and high-quality preparation of regulatory and HTA submission, by orchestrating cross-functional teams to prepare and submit regulatory & HTA submission, and developing cross-functional evidence strategies, and generation plans for both clinical & RWE.
- **Cross Functional Leadership:** Build and lead agile, cross functional teams, ensuring effective deployment of resources aligned to strategic priorities and early launch activities.
- **Talent & Culture:** Foster an inclusive, high performance culture by attracting, developing, and coaching diverse talent from across functions and industries to build strong, effective teams.

Essential Requirements:

- Advanced university degree (Master's or PhD) in Life Sciences, Pharmacy, Medicine, Health Economics, Public Health, or a related field; an MBA or equivalent business qualification is a strong advantage.
- Over 5 years of direct cross-functional people leadership experiences in complex and large teams (team of min. 10-20 people, manager of manager experiences).
- Deep understanding of the Spanish healthcare ecosystem and Ministry of Health. Experiences in co-creating healthcare system patient & innovative access solutions with external partners (system and/or disease area level).
- Experiences in representing the country payer voice in early pipeline shaping.
- Track record of successful negotiations (pricing and reimbursement, contracting experience, product & market shaping)
- Cross functional experience gained through targeted rotations, strategic projects, and/or full time roles, demonstrating strong commercial acumen, solid P&L understanding, exposure to Public Affairs and Governmental Affairs topics, and hands on experience with clinical development and/or real world evidence (RWE).
- External client orientation and strong collaborative spirit with peers and the rest of the organization.
- Fluent oral and written English and Spanish languages.

Benefits & 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

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

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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
General Management

Spain

Barcelona Gran Vía

Company / Legal Entity
ESO6 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1
Madrid Delegación, Spain

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("kalturaplayer69c4b828e82e0606566980"); 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: "kalturaplayer69c4b828e82e0606566980", provider: { widgetId: "10m7rm1pm", 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 } };
```

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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) }
```


VIDEO

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