

## Value & Access Head

Job ID  
REQ-10074605

3月 23, 2026

Serbia/Monten.

### 摘要

The Country Value & Access Head plays a critical strategic role in shaping Novartis' engagement with key public and private decision makers in Serbia and Montenegro to ensure timely and consistent access to new therapies. The role ensures strong collection of market insights and oversees all activities related to pricing and reimbursement. It provides pricing recommendations in line with local regulations and drives key processes such as price registration and inclusion in the Positive Drug List. Success requires delivering robust health - outcome evidence to stakeholders while balancing innovation with governmental cost - containment goals, supported by strong cross - functional collaboration.

### About the Role

#### Major Accountabilities:

- Manages and develops the overall performance of the Value & Access team within the

country;

- Maintain the Integrated Product Access strategy throughout the product lifecycle which clearly articulates the product strategy and differentiation most relevant to payers (e.g., well-defined target population, clinical endpoints, comparators, outcome measures, utility instruments, Health Economics data), patients, and HCS stakeholders;
- Drives the spirit of “ONE Team” across all functions by supporting a team approach to focus on the patients as our top priorities;
- Monitors the political, regulatory and legal environments in the country and provides insights and opinion on the possible impact and potential opportunities for the Novartis products in Serbia;
- Support countries for their payer negotiations;
- Timely delivery of the materials in support of countries, ensuring full integration of adequate HEOR/evidence deliverables in high quality cross-franchise strategy;
- Identify evidence, in addition to registration studies, required to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies;
- Supports the preparation and processing of regulatory and HTA submissions;
- Facilitates the maintenance of solid relationships with key external local stakeholders and supports Novartis to take active role in health care system strengthening initiatives;
- Anticipates Market Access requirements and facilitates the implementations of the global strategy for pipeline and existing products, working closely with other functional heads including medical, regulatory, digital;
- Ensures continuous monitoring of local laws, regulations, and published price/reimbursement data for Novartis products, regularly tracks updates in the Positive Drug List and developments in pending pricing and reimbursement procedures. Facilitates communication and information exchange between Novartis and local authorities, providing advice and support on pricing, reimbursement, and market access matters as needed;
- Observe strictly any and all applicable internal and external regulations, acts according to procedures, including, but not limited to: Internal Rules, Code of Ethics, Professional Practices Policy, local industry code;
- Responsible for proper and compliant reporting of Adverse Events in order to fulfill all regulatory requirements and ethical obligations including timely forwarding of all spontaneous reports to local Drug Safety Responsible.

## **REQUIREMENTS:**

Must have:

- At least 10 years ' experience in Pharmaceutical Industry with at least 5 years ' experience value & access and Senior Leadership Role with track record of cross-cultural/country teams, achieving goals and understanding the business.
- Advanced knowledge of pricing and reimbursement environment and regulations in the country
- Experience in driving commercial strategy driven through access or HEOR or pricing expertise
- Cross functional and matrix influential experience across a team of multiple stakeholders

Education:

- Postgraduate degree in sciences, business administration, health policy

- Health economic or other relevant qualification
- Desirable: MBA or equivalent.

Languages:

- Excellent command of Serbian, both written and verbal
- Excellent command of English, both written and verbal

**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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部门  
International

Business Unit  
General Management

地点  
Serbia/Monten.

站点  
Serbia

Company / Legal Entity  
RSP0 (FCRS = CH024) NPHS RO Serbia

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69cac7fe8c790360503784"); 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 < originalWidthValue) {
var config = { targetId:
"kalturaplayer69cac7fe8c790360503784", 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

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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