

## Strategic Value & Access Manager

Job ID  
REQ-10076046

4月 27, 2026

Austria

### 摘要

Strategic Value & Access Manager manages the development and implementation of the patient access strategy at local level as well as facilitates, achieves and maintains optimal Patient Access leveraging insights from market intelligence.

### About the Role

Major Accountabilities:

- Understands and knows Health Care System overall
- Is on top of the edge with regard to upcoming regulations and interpretations (especially the VO-EKO, RÖV, AMG, ASVG and Hospital law KAKUG)
- Takes active responsibility to develop and adapt mitigation strategies to overcome access hurdles in

the respective eco-system

- Is experienced in translating payer and customer insights into business opportunities in collaboration with cross-functional team
- Promotes & embeds V&A customer insights and thinking to inform the broader business strategy
- Thoroughly understands the respective patient journeys and its pain points based on customer and payer insights
- Communicates relevant changes and trends in local health policy environment and Patient Access activities of new competitors to the cross functional team.

### Value & Access Strategy

- Executes on Patient Access Strategy: leading dossier preparation, support DRG listings, develop health economic studies in collaboration with HTA Manager, prepares and participates in payer conversations and negotiations, works around access hurdles and provides support to the health teams on how to overcome case by case hurdles
- Manages and coordinates cross functionally the RMB dossiers and HEOR studies to meet the payor and HTA body requirements
- Develops the local patient access strategy scenarios in alignment with Pricing and Reimbursement Lead - based on product profile, competitive environment, local frameworks and in alignment with global overarching strategy, backed up with analytical business rationale
- Drives decisions for accountable products related to V&A strategy on local level.
- Represents the communication interface to the national and global cross functional team
- Drives decisions with the Region/TA on profound Business Case scenarios.
- Is experienced in interpreting competitive changes
- Develops and implements pricing strategies (e.g., pricing concepts and discounts, contract terms, payment terms, etc.)
- Conducts market analyses to identify trends, opportunities, and potential risks in the patient care market
- Proactively contributes with V&A mindset in Brand Team/s
- Contributes with deep understanding of pricing mechanisms to ensure accurate Future Finance Planning
- late lifecycle products: obtains and shares insights and implications and participates in global & local litigation teams to shape local LOE strategy
- Closely aligns with Pricing and Reimbursement Specialist and Value & Access Field & NCP team

## Operational Excellence

- Takes ownership in managing dedicated NVS portfolio within legal Pricing and Reimbursement framework
- Is accountable for the development of the healthcare system stakeholder engagement strategy
- Develops and executes the V&A plan on time and within budget
- Actively contributes to the brand 's OIP.
- Manages and coordinates the development value stories and of reimbursement / HTA dossiers, HE studies, DV- HTA assessments, LKF/DRG inclusions, National Evaluation board HTA, medication committee assessment, compiles the dossier, submits the value package and drives the payor discussion with negotiation excellence for new as well as existing and LoE products, new indications, and/or line extension
- Builds up business cases on different price and access scenarios based on solid assumptions and aligns with TA, LT, WEC, Region and Global as required
- Gains insights from external stakeholders like payer organizations, health economic agencies, hospital management and healthcare providers relevant for reimbursement/funding decisions - in x-functional alignment with primary Point of Contact
- Monitors and communicates relevant changes and trends in local health care policy as well as pricing and reimbursement activities of competitors - including implications to NVS

## Values & Behaviors

- Collaborates with local and international peers and influences the business to align behind the V&A priorities that will drive growth
- Engages in x-functional teams to obtain and share insights supporting the strategic Patient Access assessment
- Has an enterprise mindset and customer focus
- Acts with highly resilient communication skills despite high pressure
- Role models Novartis ' culture, values & behaviors by consistently demonstrating the highest ethics and integrity-based standards.
- Reliable self-starter, proactive, initiator, change agent with hand-on mentality
- Is self aware and demonstrates and continuous learning mindset
- Ability to develop trust-based relationships with internal and external stakeholders

## Minimum Requirements:

- Profound knowledge on local healthcare system, reimbursement rules, processes and product portfolio
- Profound access expertise and track record on identification and use of growth opportunities through V&A levers
- Fundamental analytic skills combined with strategic thinking
- Ability to prioritize and manage multiple competing priorities to deliver on time
- Strong proactive, clear and engaging communication and fundamental analytical business acumen
- Acts with an enterprise mindset and has a hands-on mentality and is proactive, agile, responsive and adaptable to business needs
- Fluent in local country language (German) and in English
- Has good medical and legal knowledge and is experienced in leading in a matrix organization, excellent negotiation skills

## Desired Requirements:

- Is able to capture and interpret market and trend data
- Is a solid and self-confident presenter in front of senior management and payer organizations

## You ' ll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, childcare facilities, learning and development opportunities as well as worldwide career possibilities within the Novartis group. In accordance with Austrian law, we are obliged to disclose the minimum salary as stated in the collective bargaining agreement. For this position the minimum salary is € 65.605,54/year (on a full-time basis). The actual salary will be significantly higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications and individual competencies.

We are open for part-time and job-sharing models and support flexible and remote working where possible.

## Commitment to Diversity & Inclusion:

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

#### Adjustments for Applicants with Disabilities:

If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to [disabilities.austria@novartis.com](mailto:disabilities.austria@novartis.com) and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

#### Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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 \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点  
Austria

站点  
Vienna

Company / Legal Entity  
AT06 (FCRS = AT006) Novartis Pharma GmbH

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

```
var config = { targetId: "kalturaplayer69fc355e516ad351100169", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
```

```
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { 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: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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