NOVARTIS

TA Access Strategy Head

Job ID
REQ-10077361

六月 10, 2026

Spain

摘要

The TA Access Strategy Head leads the development and execution of an integrated, market-specific access and pricing strategy across the product lifecycle. The role ensures timely, sustainable, and differentiated patient access by shaping value strategies, guiding cross-functional teams, and engaging key external stakeholders to support optimal reimbursement and long-term market access success.

This role is based in Barcelona or Madrid. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible to you.

#LI-Hybrid

About the Role

Key responsibilities:

- Develop and lead the integrated access and pricing strategy for the TA across launch and lifecycle, aligning value proposition, positioning, and access ambition.
- Provide access input into pipeline and Target Product Profiles, guiding indication sequencing, affordability considerations, and early access hypotheses.
- Define pricing, contracting, and negotiation strategies to achieve optimal reimbursement and sustainable access outcomes.
- Lead cross-functional coordination of access strategy execution, partnering closely with Commercial, Medical, HEOR/HTA, Regulatory, Policy, and Field teams.
- Drive early access preparation activities, consolidating cross-functional inputs up to 36 months pre-launch to enable informed decision making.
- Build and maintain strong relationships with payers, health authorities, and access-relevant stakeholders, representing Novartis in negotiations and policy discussions.
- Shape healthcare system readiness and access landscape strategies, including private market and alternative funding approaches where relevant.
- Provide access leadership across pipeline, launch, and in-market assets, including lifecycle management, HTA updates, and pricing reviews.
- Gather and integrate market, payer, and field insights into ongoing strategy refinement and portfolio decisions.
- Lead, develop, and inspire high-performing teams and matrix partners, role-modeling Novartis Leadership Expectations and an enterprise mindset.

Essential Requirements:

- University degree in life sciences, health economics, public health, business, or related field; advanced degree preferred; fluent English and Spanish are required; 7 - 10 years of

extensive experience in market access, pricing, or related disciplines.

- Proven solid leadership experience managing teams of more than 10 people.
- Proven track record of developing integrated access and pricing strategies for innovative medicines across the lifecycle.
- Experience engaging with payers, HTA bodies, health authorities, and external decision-makers.
- Strong cross-functional leadership skills with ability to lead complex initiatives in matrix environments.
- Demonstrated capability in pipeline and early access strategy, including evidence needs and clinical design considerations.
- Strong analytical, strategic, and scenario-planning capabilities to support access decision making.
- Excellent negotiation, stakeholder management, and value story communication skills.
- Learning agility, resilience, and ability to operate effectively under ambiguity and changing external conditions.

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

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

Primary location salary range
€ 109,800.00 - € 204,000.00

部门
International

Business Unit
General Management

地点
Spain

站点
Barcelona Gran V í a

Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmac é utica, S.A.

Alternative Location 1
Madrid Delegaci ó n, Spain

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af26ee84360d201013532", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove }] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.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 } }; }

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