

## Access Strategy Head

Job ID  
REQ-10079719

6月 19, 2026

United Kingdom

### 摘要

The Access Strategy Lead is responsible for driving commercial growth by identifying and prioritizing Value & Access opportunities across priority brands and the portfolio. The role leads the development and execution of pricing, reimbursement and access strategies, ensuring sustainable patient access and strong payer engagement across the product lifecycle.

### About the Role

## Key Responsibilities

- Define and drive national access, pricing and reimbursement strategies across portfolio
- Embed Value & Access strategies into integrated brand and portfolio plans
- Generate payer, policy and healthcare system insights to inform strategy
- Collaborate cross-functionally with Commercial, Medical Affairs, Finance and Account Teams

- Lead external stakeholder engagement with payers, health authorities and institutions
- Support lifecycle access activities including launch, renewals and line extensions
- Track access performance, pricing and reimbursement milestones
- Drive continuous improvement and best practice sharing across teams

## What You ' ll Bring

- 5-8 years experience in Market Access, pricing or reimbursement
- Strong understanding of national healthcare and payer systems
- Experience in pharmaceutical or healthcare environments
- Proven stakeholder management and negotiation skills
- Ability to translate evidence into compelling value propositions
- Experience across product lifecycle including launches
- Strategic thinking with strong analytical capabilities
- Ability to lead and influence without formal authority

## Education

University degree in life sciences, economics or related field. Advanced degree is an advantage.

## Why Novartis

Join Novartis to help reimagine medicine and improve lives. Work in a collaborative, innovative environment focused on delivering sustainable access and impact at scale.

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  
£ 87,360.00 - £ 162,240.00

部门  
International

Business Unit  
Marketing

地点  
United Kingdom

站点  
London (The Westworks)

Company / Legal Entity  
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a368c2068bc6786692678", 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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =
kPlayer.setup(config); // Add the player to the global array.
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.
kalturaPlayer.loadMedia({entryId: "1d_gfvmafo"}); } catch (e) { console.error(e.message) }
```

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2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/London-The-Westworks/Access-Strategy-HeadREQ-10079719>
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