

Health Economics Manager

Job ID

REQ-10078770

May 25, 2026

LOC_BR

About the Role

#LH-Hybrid

Internal job title: HEOR/HTA Lead

Location: São Paulo, Brazil

This role is based in São Paulo, Brazil. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Key Responsibilities

- Lead the HEOR/HTA strategy for the assigned portfolio, ensuring evidence generation aligned with brand, medical, and access objectives.
- Drive reimbursement processes across public and private healthcare systems, including CONITEC, ANS, HMOs, and other payer stakeholders.
- Develop and execute HTA submissions, value dossiers, economic models, budget impact analyses, and evidence packages.
- Build compelling value propositions tailored to key stakeholders, integrating clinical, economic, epidemiological, and real-world evidence.
- Partner cross-functionally with Medical, Commercial, Advocacy, Government Affairs, Policy, Regulatory, and other teams to ensure integrated access planning and execution.
- Provide HEOR/HTA leadership within brand teams, embedding early access considerations into strategic planning.
- Engage external stakeholders, including HTA bodies, payers, scientific experts, policy influencers, and healthcare decision-makers, in compliance with company policies.
- Monitor market access, policy, and HTA trends in Brazil, proactively adapting strategies to external dynamics and evolving requirements.
- Contribute to environment-shaping initiatives to strengthen future HTA frameworks and decision-making processes.
- Track performance and impact of access initiatives, including HTA outcomes, timely submissions, reimbursement milestones, and access uptake.

Essential Requirements

- Proven experience in Market Access, HEOR, and/or HTA, preferably within the pharmaceutical industry, consulting, academia, or healthcare sector.
- Experience developing or leading economic models, value dossiers, budget impact analyses, cost-effectiveness analyses, and HTA submissions.
- Strong knowledge of the Brazilian healthcare system, including CONITEC, ANS, private payer dynamics, and reimbursement pathways.
- Demonstrated ability to lead cross-functional collaboration and integrate HEOR/HTA into broader brand, access, and business strategies.
- Excellent analytical skills, with the ability to interpret complex clinical, economic, and real-world evidence.
- Strong communication and influencing skills, with the ability to translate technical evidence into clear, compelling, stakeholder-ready narratives.

- Ability to manage multiple priorities, influence without authority, and work effectively in a matrix environment.
- Fluent English and Portuguese.

Desirable Requirements

- Knowledge of pharmaceutical industry governance, compliance, and corporate communication practices.
- Experience in environment-shaping initiatives or policy-related access projects.

Por que a Novartis? Nosso objetivo é reimaginar a medicina para melhorar e prolongar a vida das pessoas e nossa visão é nos tornar a empresa de medicamentos mais valorizada e confiável do mundo. Como podemos conseguir isso? Com nossas pessoas. São nossos colaboradores que nos impulsionam a alcançar nossas ambições. Faça parte desta missão e junte-se a nós! Saiba mais aqui: <https://www.novartis.com/br-pt/talentos/nossa-cultura-valores>

Compromisso com a Diversidade e Inclusão: A Novartis está empenhada em construir um ambiente de trabalho inclusivo e com equipes diversificadas que representem os pacientes e as comunidades que atendemos.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Other

Location

LOC_BR

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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