

BSI HEAD HEOR

Job ID

REQ-10083974

Jul 20, 2026

LOC_IN

About the Role

Location – Hyderabad #LI Hybrid

Key Responsibilities:

Enterprise Leadership & Strategic Impact

- Act as a core strategic partner to IV&A LT and HEOR & HTA leadership shaping global access, pricing and evidence strategies.
- Drive enterprise-first prioritization and resource allocation, aligning HEOR capabilities to portfolio priorities, tollgates and pipeline dynamics.

Full Accountability for HEOR Business Impact

- Own end-to-end HEOR BSI performance, including quality, impact, and business outcomes of evidence generation, HTA submissions, modelling and value communication.
- Ensure HEOR outputs directly influence payer decisions, pricing strategy and access outcomes, beyond delivery excellence.

Transformation of BSI HEOR into Strategic Capability Hub

- Lead the transition from “service provider” to strategic partner, addressing current challenges around fragmented capabilities, inconsistent accountability and silos.
- Build and embed capability-focused operating model (SME depth, discipline-led teams, AI-enabled delivery)

Leadership of Large-Scale Organization (~80 FTEs)

- Lead a multi-layered leadership team across multiple disciplines, ensuring strong succession pipelines, leadership capability and engagement.
- Act as V&A BSI site representative in Hyderabad, shaping culture, engagement, and leadership visibility.

Operating Model & Capability Evolution

- Drive clear accountability, role clarity and governance across the HEOR value chain
- Embed AI, data, and platform capabilities to improve efficiency and scale across the Book of Work.

Cross-functional Influence & Stakeholder Leadership

- Partner with R&D, S&G, Access, Pricing and TA leaders to co-create evidence strategies and integrated access plans
- Influence decisions at portfolio, TA and enterprise level, not only within HEOR.

Essential Requirements:

- 15+ years' experience in HEOR / Market Access / Evidence Strategy with demonstrated enterprise impact
- Proven track record of leading large global organizations (50+ FTE) and developing senior leaders
- Experience operating at LT/Executive interface, influencing strategy and business outcomes
- Strong capability in organizational transformation, operating model redesign and capability build
- Ability to drive cross-functional alignment and enterprise-wide change

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.

Accessibility and accommodation:

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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

General Management

Location

LOC_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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