

Director, International Value & Access, Immunology

Job ID

REQ-10088216

Sep 22, 2026

LOC_IE

About the Role

Key Responsibilities:

- Develop and operationalize integrated international access strategies for Immunology assets across the product lifecycle.
- Shape compelling payer value propositions and evidence packages addressing priority market and healthcare system needs.
- Embed payer evidence requirements into target product profiles, clinical programs, and integrated evidence plans.
- Create international pricing strategies and guidance that maximize sustainable patient access and long-term asset value.
- Develop payer negotiation strategies and equip priority markets for successful reimbursement discussions.
- Partner with Health Economics and Outcomes Research teams to deliver high-quality, access-relevant evidence.
- Anticipate policy, payer, and health technology assessment trends to identify access risks and opportunities.
- Collaborate across Medical Affairs, Development, Commercial, Pricing, and country teams to advance access priorities.
- Represent International Value & Access in internal governance forums and relevant external stakeholder engagements.
- Manage resources and budgets effectively, aligning investment with Immunology asset and disease-area priorities.

Essential Requirements:

- Bachelor's, Master's, Doctor of Pharmacy (PharmD), Medical Doctor (MD), or equivalent degree in Life Sciences, Health Economics, Healthcare, Business, or a related discipline.
- Minimum 8 years of experience in Market Access within the pharmaceutical industry.
- Proven experience supporting and executing successful product launch strategies in international or regional markets.
- Demonstrated ability to navigate complex matrix organizations and influence diverse cross-functional stakeholder groups.
- Global or ex-US regional Market Access experience with demonstrated success in complex international environments.
- Experience developing payer value propositions, access evidence strategies, and reimbursement approaches for innovative therapies.
- Proven expertise in Market Access, Pricing, Health Economics and Outcomes Research, or related strategic access disciplines.
- Proficient English language skills, both written and spoken.

Desirable Requirements:

- Experience in Immunology, including a strong understanding of the immunology treatment landscape, payer environment, and market access challenges.

Benefits & Rewards:

Read our handbook to learn about all the ways we'll help you thrive personally and professionally:

<https://www.novartis.com/careers/benefits-rewards>

Expected Annual Base Salary Range for role: 102,270.00 - 189,930.00 EUR

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Role Requirements

Primary location salary range

€102,270.00 - €189,930.00

Division

DIV_IM

Business Unit

General Management

Location
LOC_IE
Site
Dublin (NOCC)
Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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