NOVARTIS

TA Access Strategy Head

Job ID
REQ-10077361
Jun 10, 2026
LOC_ES

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 supportaccess decision making.
- Excellent negotiation, stakeholder management, and value story communication skills.
- Learning agility, resilience, and ability tooperate effectively under ambiguity and changing external conditions.

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

Role Requirements

Primary location salary range
€109,800.00 - €204,000.00
Division
DIV_IM
Business Unit
General Management
Location
LOC_ES
Site
Barcelona Gran Vía
Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.
Alternative Location 1
LOC_ES
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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