NOVARTIS

Access Strategy & HEOR Lead

Job ID
REQ-10089535
Oct 20, 2026
LOC_RO

About the Role

Key Responsibilities:

- Provides accurate and relevant insights into Novartis Romania forecast for new launches, defining the best ways for securing and improving access;
- Supports the implementation of Global Pricing Strategies in the TA, accurately reflecting the local environment;
- Develops assumptions of price and economic measures for strategic plans and budgets, working closely with the Pricing and Access Contracting functions.
- Builds and maintains relationships with key influencers/decision makers for the assigned TA area, articulated into the Novartis Romania V&A strategy and work with the relevant counterparts from other countries to provide to V&A Head and Management Team with insight and analyses regarding access, pricing and reimbursement relevant for the assigned brands and for Novartis strategy.
- Works closely with TA and V&A teams to prepare new launches, HTA files submission
- Supports TA in constructing the Business Cases for the new drugs reimbursement approval, participates in over-the-country case negotiation, prepares the CV offer and documents to secure the CV signing in the best possible timeline;
- Has deep understanding of customer needs and the competitive and VA environment to provide early relevant input into local product development decisions.
- Provides analytical rationale for Business Cases in the assigned TA

Essential Requirements:

- At least 5 years in pharma industry in Market Access, Reimbursement or similar role/experience
- Excellent understanding of the Romanian Healthcare system functioning and management
- Experience with reimbursement dossier submissions
- Fluent in English (spoken & written)
- University Graduate - Pharmacy, D/PhD, biology, chemistry, financial education
- Proven ability to understand and clearly communicate scientific and economic topics.
- Solid understanding of national health care, regulatory environment, of drug P&R and listing process.
- Strong negotiation and analytical skills

Benefits & Rewards

At Novartis, we’re committed to reimagining medicine together - and rewarding the people who make it happen.

- Expected Annual Base Salary Range for role: 212,870.00 - 395,330.00 RON Annual

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.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:
https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

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:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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)

Role Requirements

Primary location salary range
lei212,870.00 - lei395,330.00
Division
DIV_IM
Business Unit
Other
Location
LOC_RO
Site

Bucuresti
Company / Legal Entity
RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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