NOVARTIS

TA Access Strategy, HEOR, Pricing Head

Job ID
REQ-10090678
Oct 27, 2026
LOC_KR

About the Role

Major Accountabilities:

- Shape access strategy: Develop and deliver access strategy and execution for compounds/brands across the research–development–commercialization continuum, translating science into compelling payer and healthcare system value propositions.
- Drive the Integrated Product Access strategy: Clearly articulate product differentiation most relevant to payers, patients, and healthcare stakeholders – from target population and endpoints to comparators and health economics data.
- Influence development: Ensure access input is reflected in TPPs, clinical programs, BD&L assessments, asset maximization, and indication sequencing.
- Build the evidence: Identify evidence needs beyond registration studies and partner with HEOR & PCO to deliver high-quality, cross-franchise evidence.
- Enable countries: Support country teams in payer negotiations with timely, high-impact materials.
- Co-create pricing: Work with Commercial and Pricing teams to shape international pricing strategy and guidance.
- Collaborate without silos: Represent Access with internal partners and external stakeholders, working across TAs, Medical Affairs, Development, Biomedical Research, S&G.

Requirements

- University degree in life sciences, health economics, public health, business, or related field; advanced degree preferred;
- Minimum 10 years of extensive experience in market access, pricing, or related disciplines in pharmaceutical industry
- Proven solid leadership experience managing teams
- 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 support access decision making.
- Excellent negotiation, stakeholder management, and value story communication skills.

Role Requirements

Division
DIV_IM
Business Unit

Marketing
Location
LOC_KR
Site
Seoul
Company / Legal Entity
KR01 (FCRS = KR001) Novartis Korea Limited
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
Apply to Job

Job ID
REQ-10090678

TA Access Strategy, HEOR, Pricing Head

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10090678-ta-access-strategy-heor-pricing-head*

List of links present in page

1. https://jobapi.novartis.com/req-10090678-ta-access-strategy-heor-pricing-head
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Seoul/TA-Access-Strategy--HEOR--Pricing-Head_REQ-10090678
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Seoul/TA-Access-Strategy--HEOR--Pricing-Head_REQ-10090678