NOVARTIS

Lead Patient Access

Job ID
REQ-10091954
Nov 09, 2026
LOC_CA

About the Role

Key responsibilities:

- In collaboration with the Access Strategy Head, leads the development and execution of a thorough strategic planning process in order to develop strategies that fully leverage the reimbursement potential of major public and private formularies across Canada for brands / Therapeutic Areas.
- With the extended Value & Access team, create the integrated Access plan including policy, health technology value, pricing, stakeholder engagement and innovative payer and health care system solutions.
- As a brand / Therapeutic Area and clinical expert, support the clinical and pharmacoeconomic evidence used in support of reimbursement and prepares recommendations to mitigate the most important gaps.
- Liaises with Global Value & Access teams to ensure timely input for Canadian access plans.
- Determines optimal brand value proposal and new innovative partnerships to secure broadest access possible and timeliest formulary listing for the portfolio.
- Develops and maintains strong understanding and intelligence of the health economics environments and its dynamics; pro-actively signals important changes to functional teams
- From the strategy, develops the messages, tools and operational plans to be executed at the field level.
- Post listings, continuously develop and adapt access strategies based on changes in the environment and the competitive landscape in order to improve or stay the leader in the therapeutic area.

Essential Requirements:

- 5 to 10 years relevant experience in the pharmaceutical industry.
- Market access experience combined with a solid understanding of Health Outcomes and Health Economics and knowledge of the Canadian Pharma Pricing and Reimbursement environment.
- Demonstrated leadership skills (leadership without authority) and ability to set a clear direction, manage multifunctional extended teams and network effectively.
- Solid facilitator coupled with strong negotiation / analytical and project management skills
- Experience interacting with executives and/ or key external customers/ stakeholders.
- Business acumen.

Desirable Requirements:

- Strong scientific knowledge
- French an asset (highly desirable)

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey – from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over $30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team's representatives of the patients and communities we serve.

Role Requirements

Division
DIV_IM
Business Unit
Corporate & Division Services
Location
LOC_CA
Site
Toronto
Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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