NOVARTIS

Value & Access Head, Taiwan

Job ID
REQ-10089096
Nov 09, 2026
LOC_TW

About the Role

Major Accountabilities:

- Execute the Taiwan V&A strategy at country level, ensuring alignment with local market dynamics
- Create and champion a compelling vision for expanding patient access and delivering value to healthcare systems, payers, and Novartis.
- Shape payer-relevant product differentiation by defining target populations, endpoints, comparators, outcomes, utility measures, and health-economic evidence requirements.
- Ensure robust payer value propositions, evidence packages, and pricing strategies are in place to support launch readiness and maximize lifetime asset value.
- Embed access insights into target product profiles, clinical development plans, integrated evidence plans, integrated product strategies, business development and licensing assessments, and indication sequencing.
- Partner with HEOR and Patient-Centered Outcomes teams to integrate high-quality evidence deliverables and priority-market needs into cross-franchise strategies.
- Co-create pricing guidance, payer negotiation strategies, managed entry agreements, patient support programs, and other innovative access solutions.
- Analyze evolving market access, health policy, reimbursement, and healthcare-system trends to identify risks, opportunities, and future access assumptions.
- Build strong internal and external partnerships, represent Novartis in relevant forums, and help shape the broader access agenda.

Requirements

- University degree in Science, Pharmacy, Health Sciences, or a related discipline.
- At least 5 years of experience in leadership positions within the healthcare or life sciences industry.
- Strong knowledge of pharmaceutical markets, healthcare systems, reimbursement processes, pricing, and commercial principles.
- Ability to translate complex clinical, economic, policy, and market insights into actionable access plans.
- Working knowledge of HEOR, evidence generation, and the pharmaceutical value chain across the product lifecycle.
- Proven operational excellence, with disciplined planning, prioritization, and attention to detail.
- People leadership experience, including coaching, feedback, accountability, and development of high-performing teams.
- Demonstrated ability to build trusted relationships with key stakeholders and influence across global, regional, and local teams.
- Strong business acumen, solution orientation, persuasive communication, and sound judgment.
- Fluent English and proficiency in local language, both written and spoken.

Role Requirements

Division

DIV_IM
Business Unit
Marketing
Location
LOC_TW
Site
Taipei
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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List of links present in page

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