

Director, HEOR International

Job ID

REQ-10054729

Jun 22, 2025

United Kingdom

Summary

Job Description Summary

Director, HEOR International co-creates and implements strategies to maximize product value, optimize patient access, and outcomes. In this role you will ensure evidence requirements are integrated into clinical plans and product strategies, collaborating with cross-functional teams. Director, HEOR International develops and executes HEOR strategies, generating impactful value demonstrations for compounds and brands through focusing on priority markets (CN, DE, JP) and major HTA archetypes (UK/CAN, Italy/Spain). You will represent HEOR internally and externally, driving vision and leadership, and shaping the HEOR/HTA landscape, and will collaborate with various departments to maximize value propositions, translate technical evidence for decision-makers, create partnerships, and manage resources to address disease area priorities.

#LI-Hybrid

About the Role

Major accountabilities:

- Develop tailored communication and dissemination strategies to effectively translate impactful HEOR evidence into compelling value stories.
- Foster strong partnerships within International V&A, Global and International Medical Affairs, International TAs, Patient Engagement, Development, S&G, and regional and country counterparts.
- Collaborate with global regulatory, therapy area policy, and access colleagues to seek early scientific advice from payers, policymakers, and regulatory agencies in prioritized countries.
- Build robust partnerships and networks with thought leaders in the HEOR field, facilitating the sharing of learnings to upskill and elevate the organization.
- Stay informed about internal and external developments, trends, and dynamics affecting the HEOR and HTA domains, and share insights with the team and the broader organization.
- Support HEOR/PCO LT in external engagements with HTA bodies, policymakers, regulatory agencies, and HEOR scientific groups to shape the HTA environment, advance the HEOR field, and inform the organization about opportunities and risks.
- As a member of the International HEOR & PCO team, demonstrate enterprise-wide strategic thinking, proactively contribute to the functional strategy and vision, and represent the function on critical internal initiatives.
- Embrace change with a positive mindset, helping to implement the new structure and optimize ways of working with a focus on agility, flexibility, and efficiency.

Essential Requirements:

- 5+ years of relevant HEOR-related experience
- 8+ years of pharmaceutical industry experience
- Advanced Degree; preferably Ph.D., M.D., MBA, RPh or equivalent
- Fluency in English (oral and written)
- Expertise in HEOR and value demonstration
- Customer and patient-centric mindset
- Deep understanding of payer/HTA evidence requirements and decision-making dynamics ex-US
- Significant experience in global or above-country multidisciplinary drug development
- Experience working with product teams
- Proven track record influencing CDPs/IEPs to meet payer/HC decision-maker needs
- Ability to drive multiple product-specific and enterprise-driven initiatives
- Strong knowledge of research methodology and statistical methods in data analysis
- Experience collaborating with quantitative scientists and analysts
- Impact-oriented, enterprise and agile mindset with a proven track record of fostering innovation
- Strong process and project management skills

Desirable Requirements:

- 7+ years of relevant HEOR-related experience
- Ph.D., M.D., MPH, RPh or equivalent
- 5+ years of global or ex-US country experience
- 2+ years of experience in the relevant therapeutic area
- Experience in generating, publishing, and utilizing RWE to optimize access and reimbursement
- Experience in developing and leveraging PCOs for optimal approval, access, and adoption
- External network of thought leaders in the HEOR, RWE, payer, and HTA space

Location: This role is based in London United Kingdom or can be based in Dublin, Ireland. Novartis is unable to offer relocation support for this role: please only apply if one of these locations is accessible for you.

Benefits:

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity & Inclusion:

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

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to inclusion.switzerland@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

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Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Universal Hierarchy Node

Location

United Kingdom

Site

Home Worker

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Alternative Location 1

Dublin (NOCC), Ireland

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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