

# Value, Access and Public Affairs Head

Job ID  
REQ-10020324  
Sep 09, 2024  
Albania

## Summary

Leads the implementation of a sustainable Patient Access strategy at a local (CPO) level. Collects and analyze data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

## About the Role

### Job Purpose

Country Value & Access/ Public Affairs Head is a key strategic leadership role mandated to:

- Facilitate the communication between Novartis Pharma Services AG (“NPhS AG”) and the key local decision makers (private and public) in order to support the efforts of NPhS AG to bring new therapies to the market/ territories consistently and efficiently;
- Ensure the proper and timely performance by Novartis Albania of the assigned by NPhS AG services in relation to local market information and insights and activities related to prices and reimbursement of products;
- Recommend product prices to NPhS AG based on local regulations and support NPhS AG in the procedures for registration of prices of products, inclusion of products in the Positive Drug List and reimbursement.
- Critical to success in the role will be to facilitate the provision of the depth of necessary information and evidence to key local decision makers in terms of health outcomes and tailored studies that demonstrate value and complement the cost containment goals of the government while driving innovation. This role will need to be diligent in focusing on cross functional alignment and collaboration.
- Monitor and analyze the political and legislative environment in the country and provides insights to Novartis Pharma Services AG (“NVS”) which are relevant to NVS interests. Manage short term issues/crises with high reputation or other impact).

### Major Accountabilities

#### Value & Access

- Ensures regular monitoring of the local laws and regulations applicable to the prices and reimbursement of medicinal products and updates NPhS AG of any relevant amendments
- Organizes regular monitoring of the prices and data regarding Novartis products published in the Positive Drug List and notifies NPhS AG in a timely manner regarding any relevant amendments
- Ensures regular follow up of any pending procedures related to the registered prices and reimbursement of Novartis products in Albania and notifies NPhS AG regarding any development and decisions of the

competent authorities

- Facilitates communication between NPhS AG and the local authorities related to the prices and reimbursement of products. Upon request by NPhS AG, provides advices and supports the exchange of information with local authorities related to the prices and reimbursement of the products and market access. Supports the preparation and processing of regulatory and HTA submissions on behalf of and as per the instructions of NPhS AG
- Anticipates Market Access requirements and facilitates the implementations of the global strategy for pipeline and existing products, working closely with other functional heads.
- Ensures effective and productive collaboration and exchange between the Pricing, Medical Listing and Health Economic functions to ensure evidence supports local value proposition
- Ensures and organizes regular monitoring of the applicable terms for submission of applications and declarations related to the registered prices of the Novartis products in accordance with the provisions of the local law. Recommends submission of applications and declarations prior to the expiration of any applicable term. Supports the process of preparation, execution and submission of the required documents and recommends product prices which has to be declared by NPhS AG as per the local law
- Facilitates the maintenance of solid relationships between NPhS AG and key external local stakeholders and supports NPhS AG to take active role in health care system strengthening initiatives (where applicable)
- Supports the legal protection of Novartis interests related to the products, acts and relationships with competent authorities, in collaboration with legal affairs team and/ or external legal advisors appointed by NPhS AG or the respective marketing authorization holder of the product
- Monitors the political, regulatory and legal environments in the country and provides insights and opinion on the possible impact and potential opportunities for the Novartis products in Albania.
- Closely collaborates with local BE&E and associates in Global / IM to analyse data and provide local market insights needed for the value creation and sustained patient access
- Actively participates in global/regional communities to share learnings and best practice
- Drives the spirit of “ONE Team” across all functions (TA first) by supporting a team approach to focus on the patients as our top priorities

Public Affairs

- Develop knowledge base and understanding of current and potential future policy & HCS changes and implications for Novartis businesses
- Advise Country President and Country LT on political matters and prepare proposals for Country CL decision making
- Update regional/global headquarters on local developments in a timely manner
- Takes part in the rollout of the relevant country PA projects/initiatives
- If authorized by NVS, represent Novartis within/across political/industry communities
- Update regional/global headquarters on local developments in a timely manner
- Takes part in the rollout of the relevant country PA projects/initiatives
- Observe strictly any and all applicable internal and external regulations, acts and procedures, including, but not limited to: Internal Rules, Code of Ethics, Professional Practices Policy (P3), local industry code etc.
- Responsible for proper and compliant reporting of Adverse Events in order to fulfill all regulatory requirements and ethical obligations including timely forwarding of all spontaneous reports to local Drug Safety Responsible.
- Comply with the GxP quality requirements applicable to his/her area of responsibility, incl. but not limited to proper reporting of adverse events and customer complaints, samples handling as well as any incident that may adversely affect the quality, safety, identity, strength, purity, availability or efficacy of a commercial product or clinical trial material and/or may compromise the Novartis Quality System and the global Novartis

reputation.

Key Performance Indicators (Indicate how performance will be measured: indicators, activities, etc.)

#### Value & Access

- Effective support to NPhS AG for implementation of the Access, Pricing, and HEOR plans for the local market
- Effective implementation of the tasks assigned by NPhS AG related to the prices and reimbursement of the medicinal products;
- Best practices rolled-out and implemented

#### Public Affairs

- Quality of NVS' relationships with key stakeholders
- NVS position and reputation with key regulators and stakeholders: surveys, interviews, polls, media
- Level of engagement of NVS in development of innovative collaborations in HCS
- Effective implementation of the PA, including environmental analysis, identification of priority issues, NVS positions and action plans as per the NVS instructions
- Quality of advice on all local political/healthcare system matters
- Timely and adequate response to unforeseen issues
- Timely PA alerts (24h) plus monthly update on key developments

#### Job Dimensions

Number of Associates:

\* Direct: N/A

Financial responsibility

(where appropriate):

Impact on the organisation

(where appropriate): High impact. Member of country leadership team

Qualifications (State the required education and experience level)

Education:

- University Degree in Medicine, Health Policy, Health Economics preferred.
- Desirable: MBA or equivalent.

Languages:

- English fluent spoken & written. Local language proficiency

Experience:

- More than 5 years' experience in Pharmaceutical Industry with track record of cross-cultural/country teams, achieving goals and understanding the business.
- Advanced knowledge of pricing and reimbursement environment and regulations in the country
- Advanced knowledge of payer evidence / HEOR needs

- Significant leadership experience (>5 years) in the Healthcare/Pharmaceutical industry and/or in a senior public policy role
- Previous experience in a Public Affairs, Communication or Market Access/Business function
- Relationship with and influencing of policy makers
- Knowledge of public health policy, environments and systems
- Proven ability to develop trust-based relationships with government officials, regulators, and other key stakeholders

**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

Pharma

Business Unit

Innovative Medicines

Location

Albania

Site

Albania

Company / Legal Entity

ALP0 (FCRS = CH024) NPHS RO Tirana

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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