

# Director International Value & Access, SMA

Job ID  
REQ-10055152  
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Switzerland

## Summary

Within Neuroscience our ambition is to create a transformational impact for people living with severe neurological conditions and their caregivers by discovering, developing and delivering innovative medicines that change the course of disease progression.

We are now looking for an International Value & Access Director to lead our global strategy for the Spinal Muscular Atrophy (SMA) gene therapy pipeline. In this pivotal role, you will be responsible for developing and implementing strategies that ensure patients in the International region can benefit from our groundbreaking therapies.

The Value & Access Director is dedicated to co-developing innovative and winning market access strategies, optimizing the payer value proposition and access-relevant evidence packages for assets, in partnership with the cross-functional teams.

They develop and implement transformative access solutions serving strategic disease areas (DAs) and maximizing assets for International markets, with focus on our priority geographies (CN, DE, JP), major HTA archetypes (e.g., UK/CAN) and Budget Impact archetypes (e.g., Italy/Spain) needs and feasibility. The main purpose of the Access Directors is to:

### Define Strategy

- With International TA, develop and deliver all aspects of access strategy and execution for compounds/brands across the R-D-C continuum.
- Enable asset strategy to translate science into payer and HCS value propositions and solutions, securing access, affordability, and contribute to wide scale patient access and efficiencies at scale.
- Plays a critical leadership role in launch readiness, partnering across functions and key markets.

### Ensure Cross Functional Collaboration

- Represent access with internal partners and external stakeholders. Internally, drive vision, inspire and provide leadership throughout the Access community (International, Regions, Countries) and with key partners (CPS/International, Development, Biomedical Research, Operations, S&G, Regions and Countries). Externally, represent Novartis in appropriate fora and organizations to drive the Novartis strategic access agenda.
- Collaborate and partner with TAs, Medical Affairs, Development and Biomedical Research to enhance the value proposition, access strategy and access-relevant evidence packages.
- With the commercial organization and Pricing team, (co-)create the international pricing strategy and guidance.
- Create collaborative partnerships internally and externally to break down silos, partner across the value chain and shape the future of healthcare and markets.
- Collaborate with S&G and Development to drive consistent and access-optimal approaches to product

shaping, value propositions and HCS value creation.

Act as a Thought leader within the Disease Area

- Create and champion a compelling and competitive international strategic vision for how IM will innovate and expand access through DAs for the benefit of patients, Healthcare Systems, Payers, and Novartis
- Active leadership in internal fora - enable broad country insights and alignment, and leverage external fora (e.g., EMA/EUnetHTA & advisory boards) to pressure-test strategies, level of evidence etc. for feasibility and success.
- Stay abreast of internal and external developments, trends and other dynamics that affect the wider health policy and access domains, as well as of relevant scientific, clinical, and commercial developments.
- Analyze and anticipate changes in priority international markets (CN, DE, JP), major HTA archetypes (e.g., UK/CAN) and Budget Impact archetypes (e.g., Italy/Spain) to model future expenditures and project critical market access assumptions.

## About the Role

### Key Responsibilities:

- Develop and maintain the Integrated Product Access strategy throughout the product lifecycle which clearly articulates the product strategy and differentiation most relevant to payers (e.g., well-defined target population, clinical endpoints, comparators, outcome measures, utility instruments, Health Economics data), patients, and HCS stakeholders worldwide.
- Develop payer negotiation strategy, upskill and prepare countries for their payer negotiations.
- Develop innovative patient access and contracting approaches, Managed Entry Agreements (MEAs) as required, to improve patient outcomes and support healthcare system affordability.
- Ensure that at launch, Novartis brands are supported by a robust payer value proposition particularly featuring core elements; 'Value for money' story, strong value evidence package and a pricing strategy maximizing the lifetime value of the brand (including existing and future evidence to justify price) and the reputation of Novartis.
- Ensure Access input is reflected in TPPs, clinical programs (including IEPs), BD&L assessments, asset maximization and indication sequencing
- Identify evidence, in addition to registration studies, required to meet the needs of medical experts and institutions involved in reimbursement & access decisions for key geographies.
- Collaborate with the HEOR & PCO team to ensure full integration of adequate HEOR/evidence deliverables in high quality cross-franchise strategy.
- Develop and rollout the "access toolbox" to share with priority markets (CN, DE, JP) major HTA archetypes (e.g., UK/CAN) and Budget Impact archetypes (e.g., Italy/Spain)
- In collaboration with international or regional policy groups, develop and rollout materials which communicate the value of NVS medicines to HCS decision-makers, with focus on international forums and publications
- Manage Access community and budgets.

### Essential requirements:

- 5+ years of experience in market access roles
- 2+ years global or ex-US regional experience
- Experience working early in drug development lifecycle
- Product launch experience
- Cross functional and matrix influential experience across a team of multiple stakeholders

- Experience in driving commercial strategy driven through access or HEOR or pricing expertise

**Desirable requirements:**

- Therapeutic area expertise in SMA or with GTx. Strong external network with thought leaders and influencers in the payer and HTA environment
- MBA, Ph.D., M.D. or RPh

**Location:** This role is based in Basel, Switzerland.

**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](mailto: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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**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

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

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