

Strategic Value & Access Manager

Job ID
REQ-10076046
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Австрия
Available in: English

Сводка

At Novartis, our ambition is to ensure that the right patients can access the right medicines at the right time — sustainably and responsibly. As Strategic Value & Access Manager (f/m/d), you will shape and deliver the local patient access strategy and play a pivotal role in pricing, reimbursement, and payer engagement across the portfolio.

You will turn healthcare system and payer insights into clear strategic choices, lead the development of value and reimbursement packages, and support negotiations that enable timely, optimal access for patients in Austria. This is a highly cross-functional role, working closely with Commercial, Medical, Finance, Legal, and global/regional partners to maximize patient impact and portfolio value.

About the Role

Key responsibilities

- **Develop and execute the local patient access strategy** across the product lifecycle (launch, new indications, line extensions, and loss of exclusivity).
- **Lead pricing, reimbursement, and funding strategies** in alignment with local frameworks, portfolio priorities, and global guidance.
- **Prepare and coordinate reimbursement and value dossiers** (including health technology assessment submissions where relevant) and ensure high-quality evidence packages that meet payer requirements.
- **Translate payer, customer, and market intelligence into actionable business opportunities** mitigation plans, and access solutions — and embed these insights into brand and portfolio plans.
- **Plan and support payer discussions and negotiations** building robust business case scenarios and negotiation materials.
- **Coordinate cross-functionally** with Medical, Commercial, Finance, Legal/Compliance and other partners to align strategy, evidence, and execution (including health economics studies where needed).
- **Monitor and communicate policy and competitive developments** in the Austrian healthcare environment, including implications for pricing and reimbursement.
- **Drive operational excellence**: deliver access plans on time and within budget, and ensure compliant execution within the legal pricing and reimbursement framework. [
- **Build trust-based relationships with key external stakeholders** (payer organizations, hospitals, relevant agencies), representing Novartis with professionalism and integrity.

Essential Requirements

- Strong experience in **Market Access / Value & Access** with a proven track record in driving access outcomes through pricing and reimbursement levers.
- Profound understanding of the **Austrian healthcare system**, reimbursement pathways, and payer decision-making.
- Experience developing **pricing and reimbursement strategies**, supporting or leading payer engagements, and building robust business cases.
- Ability to translate clinical, economic, and stakeholder insights into **clear access narratives and value propositions**
- Strong analytical skills paired with strategic thinking; comfortable working with data, assumptions, and scenario planning.
- Confident stakeholder management in a **matrix organization**, with strong collaboration and influence skills.
- Excellent communication and negotiation capability; resilient and effective under pressure.
- Fluent in **German** and **English** (written and spoken).

Desirable Requirements

- Experience presenting to senior stakeholders and external payer organizations with strong executive presence.
- Ability to capture, interpret, and apply healthcare market and trend data to strengthen access strategy.

You'll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, childcare facilities, learning and

development opportunities as well as worldwide career possibilities within the Novartis group. In accordance with Austrian law, we are obliged to disclose the minimum salary as stated in the collective bargaining agreement. For this position the minimum salary is € 65.605,54/year (on a full-time basis). The actual salary will be significantly higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications and individual competencies.

We are open for part-time and job-sharing models and support flexible and remote working where possible.

Commitment to Diversity & Inclusion:

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

Adjustments for Applicants with Disabilities:

If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to disabilities.austria@novartis.com and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Primary location salary range

€66,918.00 - €121,800.00

Дивизион

International

Business Unit

Marketing

Место

Австрия

Сайт

Vienna

Company / Legal Entity

AT06 (FCRS = AT006) Novartis Pharma GmbH

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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List of links present in page

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- 2. <https://www.novartis.com/about/strategy/people-and-culture>
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