

# International Value & Access Director - Cardio Pipeline

Job ID  
REQ-10070547  
Июн. 30, 2026  
Швейцария  
Available in: English

## Сводка

#LI-Hybrid

Location: Basel, Switzerland

Step into a pivotal role where your leadership can directly shape how breakthrough cardiovascular innovations reach patients worldwide.

International Value & Access Director - Cardio Pipeline, you will set a bold strategic direction, transforming scientific advances into clear, compelling value for payers and healthcare systems. You'll inspire and unite cross-functional and country teams, championing access solutions that accelerate affordability, broaden impact, and redefine what's possible for patients and health systems.

Here, your vision, influence, and enterprise mindset will help build an integrated access strategy that truly moves the needle — for Novartis, for partners, and most importantly, for the people we serve.

This position reports into the Executive Director, V&A CRM.

## About the Role

### Key Responsibilities:

- Lead creation and execution of integrated international access strategies across the full development-to-commercial continuum.
- Shape compelling payer and healthcare-system value propositions grounded in strong scientific and access-relevant evidence.
- Represent Access internally and externally, influencing strategic discussions and strengthening Novartis' international access agenda.
- Embed access insights into Target Product Profiles, clinical plans, and integrated evidence plans to guide asset decision-making.
- Partner with Commercial Launch Strategy, Pricing, and Therapeutic Areas to co-create robust international pricing strategies and guidance.
- Ensure timely, high-quality access input into Integrated Product Strategy, business development assessments, and indication sequencing.
- Collaborate with Health Economics and cross-franchise teams to align evidence priorities with key market needs.
- Anticipate shifts in priority markets and health-technology-assessment archetypes to model future access assumptions and recommendations.
- Build strong cross-functional and external partnerships to enable innovative, scalable access solutions.
- Champion an enterprise approach, connecting countries and functions to deliver consistent, high-impact access strategies.

### Essential Requirements:

- 5+ years of experience in market access roles, including 2+ years global or ex-US regional experience.
- CRM product launch experience.
- 2+ years of experience in the relevant therapeutic area.
- Cross functional leadership experience across matrix organization.
- Strong communication skills and ability to influence across a range of diverse stakeholders to drive change.
- Competitive and entrepreneurial mindset with proven track record of fostering innovation.

### Desirable Requirements:

- 7+ years of experience in market access roles, including 5+ years global or ex-US regional experience.
- Strong external network with thought leaders and influencers in the payer and HTA environment.

### 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 [diversity.inclusion\\_ch@novartis.com](mailto:diversity.inclusion_ch@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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

**Expected Annual Base Salary Range for role:** 159,600 - 296,400 CHF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

*Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.*

**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.

**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  
CHF159,600.00 - CHF296,400.00

Дивизион

International

Business Unit

Marketing

Место

Швейцария

Сайт

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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