

# Strategic Value & Access Manager

Job ID  
REQ-10076046  
апр 27, 2026  
Австрия

## Сводка

- Manages the development and implementation of the patient access strategy at local level
- Facilitates, achieves and maintains optimal Patient Access leveraging insights from market intelligence

## About the Role

### Major Accountabilities

#### Insights and Customer Engagement

- Understands and knows Health Care System overall
- Is on top of the edge with regard to upcoming regulations and interpretations (especially the VO-EKO, RÖV, AMG, ASVG and Hospital law KAKUG)
- Takes active responsibility to develop and adapt mitigation strategies to overcome access hurdles in the respective eco-system
- Is experienced in translating payer and customer insights into business opportunities in collaboration with cross-functional team
- Promotes & embeds V&A customer insights and thinking to inform the broader business strategy
- Thoroughly understands the respective patient journeys and its pain points based on customer and payer insights
- Communicates relevant changes and trends in local health policy environment and Patient Access activities of new competitors to the cross functional team.

#### Value & Access Strategy

- Executes on Patient Access Strategy: leading dossier preparation, support DRG listings, develop health economic studies in collaboration with HTA Manager, prepares and participates in payer conversations and negotiations, works around access hurdles and provides support to the health teams on how to overcome case by case hurdles
- Manages and coordinates cross functionally the RMB dossiers and HEOR studies to meet the payor and HTA body requirements
- Develops the local patient access strategy scenarios in alignment with Pricing and Reimbursement Lead - based on product profile, competitive environment, local frameworks and in alignment with global overarching strategy, backed up with analytical business rationale
- Drives decisions for accountable products related to V&A strategy on local level.
- Represents the communication interface to the national and global cross functional team
- Drives decisions with the Region/TA on profound Business Case scenarios.
- Is experienced in interpreting competitive changes
- Develops and implements pricing strategies (e.g., pricing concepts and discounts, contract terms, payment terms, etc.)
- Conducts market analyses to identify trends, opportunities, and potential risks in the patient care market
- Proactively contributes with V&A mindset in Brand Team/s
- Contributes with deep understanding of pricing mechanisms to ensure accurate Future Finance Planning
- late lifecycle products: obtains and shares insights and implications and participates in global & local litigation teams to shape local LOE strategy
- Closely aligns with Pricing and Reimbursement Specialist and Value & Access Field & NCP team

#### Operational Excellence

- Takes ownership in managing dedicated NVS portfolio within legal Pricing and Reimbursement framework
- Is accountable for the development of the healthcare system stakeholder engagement strategy
- Develops and executes the V&A plan on time and within budget
- Actively contributes to the brand's OIP.
- Manages and coordinates the development value stories and of reimbursement / HTA dossiers, HE studies, DV- HTA assessments, LKF/DRG inclusions, National Evaluation board HTA, medication committee assessment, compiles the dossier, submits the value package and drives the payor discussion with negotiation excellence for new as well as existing and LoE products, new indications, and/or line extension
- Builds up business cases on different price and access scenarios based on solid assumptions and aligns with TA, LT, WEC, Region and Global as required
- Gains insights from external stakeholders like payer organizations, health economic agencies, hospital management and healthcare providers relevant for

reimbursement/funding decisions – in x-functional alignment with primary Point of Contact

- Monitors and communicates relevant changes and trends in local health care policy as well as pricing and reimbursement activities of competitors – including implications to NVS

#### Values & Behaviors

- Collaborates with local and international peers and influences the business to align behind the V&A priorities that will drive growth
- Engages in x-functional teams to obtain and share insights supporting the strategic Patient Access assessment
- Has an enterprise mindset and customer focus
- Acts with highly resilient communication skills despite high pressure
- Role models Novartis' culture, values & behaviors by consistently demonstrating the highest ethics and integrity-based standards.
- Reliable self-starter, proactive, initiator, change agent with hand-on mentality
- Is self aware and demonstrates and continuous learning mindset
- Ability to develop trust-based relationships with internal and external stakeholders

#### Key Performance Indicators (KPIs)

- Reimbursement/listing status, price versus targets, time to reimbursement/access
- Market availability/access

#### Work Experience

- Profound knowledge on local healthcare system, reimbursement rules, processes and product portfolio
- Profound access expertise and track record on identification and use of growth opportunities through V&A levers
- Fundamental analytic skills combined with strategic thinking
- Ability to prioritize and manage multiple competing priorities to deliver on time
- Strong proactive, clear and engaging communication and fundamental analytical business acumen

#### Skills

- Acts with an enterprise mindset
- Has a hands-on mentality
- Is proactive, agile, responsive and adaptable to business needs
- Is a solid and self-confident presenter in front of senior management and payer organizations
- Has good medical and legal knowledge
- Is able to capture and interpret market and trend data
- Is experienced in leading in a matrix organization
- Has excellent negotiation skills

#### Languages

- Fluent in local country language (German)
- Fluent in English

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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

Job ID  
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