

TA Access Strategy and HEOR Manager

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REQ-10077045
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Венгрия

Сводка

#LI-Hybrid
Location: Hungary

This role is based in Hungary. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The TA Strategy Access Manager is responsible for driving commercial growth by identifying and prioritizing Value & Access opportunities across priority brands and the portfolio. The role leads the development and execution of access, pricing, and reimbursement strategies informed by deep healthcare system and payer insights, ensuring sustainable access outcomes across the product lifecycle.

About the Role

Key Responsibilities:

- Define and drive national access, pricing, and reimbursement strategies across products and the portfolio in line with brand priorities and lifecycle stages.
- Identify, evaluate, and prioritize Value & Access strategic choices that support commercial growth and sustainable access outcomes.
- Translate global access guidance into locally relevant strategies informed by healthcare system, policy, and payer dynamics.
- Embed Value & Access strategies into integrated brand, portfolio, and account plans through close cross-functional collaboration.
- Generate and deliver high-quality healthcare system, payer, and customer insights to inform portfolio and therapeutic area strategies.
- Monitor external policy, reimbursement, and market changes and integrate learnings into strategy adaptations.
- Collaborate and influence cross-functional stakeholders including Medical Affairs, Commercial, Finance, and Strategic Account teams.
- Build and maintain strong relationships with external stakeholders and represent the organization in access-related discussions and negotiations.
- Support lifecycle management activities including launches, line extensions, pricing reviews, contract renewals, and HTA updates.
- Monitor access performance and milestones using defined KPIs and contribute to continuous optimization and best practice sharing.

Requirements:

- University degree in life sciences, economics, or a related field, fluent English and local language, with 5–8 years of experience in market access, pricing, or reimbursement roles.
- Strong understanding of national pricing, reimbursement, and payer systems within the pharmaceutical or healthcare environment.
- Proven experience contributing to access, pricing, or payer negotiations at national or institutional level.
- Demonstrated experience supporting product launches and managing access activities across the full product lifecycle.
- Ability to translate clinical and economic evidence into compelling access value propositions, including collaboration with HEOR partners.
- Strong analytical, strategic, and problem-solving capabilities in complex healthcare system environments.
- Proven ability to influence and align cross-functional stakeholders without direct authority in matrix organizations.
- Effective communication and stakeholder management skills across internal teams and external decision makers.

About Novartis Hungary:

Novartis is a leading pharmaceutical company renowned for its innovation. In Hungary, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Hungary. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

Commitment To Diversity & Inclusion:

We are 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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Strategic Planning & BD&L
Место
Венгрия
Сайт
Budapest
Company / Legal Entity

HU02 (FCRS = HU002) Novartis Hungary
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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