

# Health Economics Manager

Job ID  
REQ-10078770  
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Бразилия

## Сводка

We are seeking a highly strategic and collaborative HEOR/HTA Lead to drive Health Economics and Outcomes Research and Health Technology Assessment strategies across Brazil, with a focus on Oncology and Hematology.

This role will be responsible for leading the development and execution of HEOR/HTA plans to support optimal reimbursement outcomes in both the public and private healthcare systems, including CONITEC, ANS, and private payer channels. The position will also play a key role in shaping the evolving HTA environment in Brazil by partnering with internal and external stakeholders to support sustainable patient access.

The ideal candidate will combine strong technical HTA expertise, strategic thinking, cross-functional leadership, and deep knowledge of the Brazilian healthcare landscape. This role will work closely with Medical, Commercial, Advocacy, Government Affairs, Policy, and Value & Access teams to deliver compelling value propositions and evidence-based access strategies.

## About the Role

### #LH-Hybrid

**Internal job title:** HEOR/HTA Lead

**Location:** São Paulo, Brazil

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

## Key Responsibilities

- Lead the HEOR/HTA strategy for the assigned portfolio, ensuring evidence generation aligned with brand, medical, and access objectives.
- Drive reimbursement processes across public and private healthcare systems, including CONITEC, ANS, HMOs, and other payer stakeholders.
- Develop and execute HTA submissions, value dossiers, economic models, budget impact analyses, and evidence packages.
- Build compelling value propositions tailored to key stakeholders, integrating clinical, economic, epidemiological, and real-world evidence.
- Partner cross-functionally with Medical, Commercial, Advocacy, Government Affairs, Policy, Regulatory, and other teams to ensure integrated access planning and execution.
- Provide HEOR/HTA leadership within brand teams, embedding early access considerations into strategic planning.
- Engage external stakeholders, including HTA bodies, payers, scientific experts, policy influencers, and healthcare decision-makers, in compliance with company policies.
- Monitor market access, policy, and HTA trends in Brazil, proactively adapting strategies to external dynamics and evolving requirements.
- Contribute to environment-shaping initiatives to strengthen future HTA frameworks and decision-making processes.
- Track performance and impact of access initiatives, including HTA outcomes, timely submissions, reimbursement milestones, and access uptake.

## Essential Requirements

- Proven experience in Market Access, HEOR, and/or HTA, preferably within the pharmaceutical industry, consulting, academia, or healthcare sector.
- Experience developing or leading economic models, value dossiers, budget impact analyses, cost-effectiveness analyses, and HTA submissions.
- Strong knowledge of the Brazilian healthcare system, including CONITEC, ANS, private payer dynamics, and reimbursement pathways.
- Demonstrated ability to lead cross-functional collaboration and integrate HEOR/HTA into broader brand, access, and business strategies.
- Excellent analytical skills, with the ability to interpret complex clinical, economic, and real-world evidence.
- Strong communication and influencing skills, with the ability to translate technical evidence into clear, compelling, stakeholder-ready narratives.
- Ability to manage multiple priorities, influence without authority, and work effectively in a matrix environment.
- Fluent English and Portuguese.

## Desirable Requirements

- Knowledge of pharmaceutical industry governance, compliance, and corporate communication practices.
- Experience in environment-shaping initiatives or policy-related access projects.

**Por que a Novartis?** Nosso objetivo é reimaginar a medicina para melhorar e prolongar a vida das pessoas e nossa visão é nos tornar a empresa de medicamentos mais valorizada e confiável do mundo. Como podemos conseguir isso? Com nossas pessoas. São nossos colaboradores que nos impulsionam a alcançar nossas ambições. Faça parte desta missão e junte-se a nós! Saiba mais aqui: <https://www.novartis.com/br-pt/talentos/nossa-cultura-valores>

**Compromisso com a Diversidade e Inclusão:** A Novartis está empenhada em construir um ambiente de trabalho inclusivo e com equipes diversificadas que representem os pacientes e as comunidades que atendemos.

**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>

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Дивизион

International

Business Unit

Other

Место

Бразилия

Сайт

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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