

Immunology TA Access Strategy Manager

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Испания
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Сводка

#LI-Hybrid

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

This role is based in Barcelona or Madrid, Spain. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role

Key responsibilities

- Define and lead national access, pricing, and reimbursement strategies for products and portfolio in alignment with commercial and brand objectives.
- Identify, evaluate, and prioritize Value & Access strategic choices that maximize commercial growth and portfolio impact.
- Translate global access guidance into locally relevant strategies adapted to healthcare system, policy, and payer dynamics.
- Embed access strategies within integrated brand and portfolio plans across all stages of the product lifecycle, including launch and line extensions.
- Generate and apply deep healthcare system, customer, and payer insights to inform access strategies and engagement models.
- Collaborate closely with Medical Affairs, Commercial, Finance, Strategic Account Teams, and Customer Experience roles to ensure aligned execution.
- Build and maintain strong relationships with external decision makers, representing Novartis in access-related discussions and negotiations.
- Lead and support negotiations by recommending positioning and adapting approaches based on market and policy evolution.
- Oversee portfolio maintenance and lifecycle access activities, including pricing reviews, reimbursement renewals, and access renegotiations.
- Monitor access performance through defined KPIs, sharing best practices and driving continuous improvement across brands and teams.

Essential Requirements

- University degree in life sciences, economics, or a related field; advanced degree is an advantage; fluent English and Spanish languages required.
- 5–8 years of experience in market access, pricing, or reimbursement roles within pharmaceutical or healthcare environments.
- Proven exposure to national access processes and payer negotiations across product launches and lifecycle phases.
- Strong understanding of healthcare systems, pricing, reimbursement, and policy environments.
- Ability to translate evidence, HEOR outputs, and system insights into compelling access value propositions.
- Strong project management and stakeholder engagement skills in matrix environments.
- Strategic, analytical mindset with the ability to prioritize and operate effectively in complex settings.
- Strong influencing skills, high integrity, and comfort leading without direct authority.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: €59,600.00 - 110,800.00

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.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

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 and 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
€59,600.00 - €110,800.00
Дивизион
International
Business Unit
General Management
Место
Испания
Сайт
Barcelona Gran Vía
Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.
Alternative Location 1
Madrid Delegación, Испания
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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