NOVARTIS

Value & Access Head BeLux

Job ID
REQ-10086239
Ноя. 19, 2026
Бельгия

Сводка

#LI-Hybrid

Location: Brussels, Belgium

Relocation Support: Yes

Ready to shape the future of healthcare access and help bring innovative medicines to patients faster?

As the Value & Access Head BeLux, you will lead the development and execution of integrated access, pricing, health economics and outcomes research, health technology assessment, and healthcare system-shaping strategies. Your leadership will be instrumental in securing timely, equitable, and commercially sustainable patient access to Novartis innovations across the portfolio, with particular focus on priority therapeutic areas and critical launches.
Reporting directly to the Country President, you will shape the evolving healthcare ecosystem, build strategic external partnerships, and mobilize cross-functional teams around compelling value propositions for payers, policymakers, healthcare providers, and patients. This is a unique opportunity to lead a high-performing Value & Access organization, influence healthcare outcomes at scale, and create sustainable value for patients, healthcare systems, and Novartis.

About the Role

Key Responsibilities:

- Lead the national Value & Access strategy across priority therapeutic areas and key launches.
- Shape pipeline opportunities and maximize asset value by incorporating payer insights and access considerations.
- Drive integrated access plans with Commercial, Medical, Public Affairs, Finance, and international partners.
- Build strategic partnerships with governments, payers, policymakers, healthcare providers, hospitals, and patient organizations.
- Shape healthcare systems through collaborative solutions that improve patient access, affordability, and sustainability.
- Define national pricing strategies and lead reimbursement negotiations, tendering, contracting, and pricing governance.
- Oversee health economics, health technology assessment, evidence planning, value dossiers, and submission excellence.
- Lead Access Field teams and account strategies to accelerate access and strengthen healthcare system readiness.
- Drive launch excellence, timely access, sustainable price realization, and successful reimbursement outcomes across the portfolio.
- Build and develop a high-performing organization that fosters innovation, collaboration, accountability, and talent progression.

Essential Requirements:

- Bachelor’s, Master’s, Doctor of Pharmacy, or equivalent degree in a relevant scientific, healthcare, or economic discipline.
- Minimum 10 years of experience in Market Access, Pricing, Health Economics, Health Policy, or related disciplines.
- Proven people leadership experience, including leading, developing, coaching, and retaining high-performing teams.
- Deep understanding of healthcare systems, reimbursement pathways, pricing frameworks, and payer decision-making processes.
- Strong track record in pricing strategy, reimbursement negotiations, innovative contracting, and payer strategy development.
- Experience engaging governments, payers, health technology assessment agencies, policymakers, providers, and other external stakeholders.
- Demonstrated ability to lead across Commercial, Medical, Public Affairs, Finance, and other cross-functional partners.
- Strategic leadership capability to navigate complexity, influence senior stakeholders, shape external environments, and deliver sustainable impact.
- Proficient English, both written and spoken.

Benefits: Read our handbook to learn about all the ways we’ll help you thrive personally and professionallyNovartis Life Handbook

Expected Annual Base Salary Range for role: 115,300.00 - 214,100.00 EUR

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
€115,300.00 - €214,100.00
Дивизион
International
Business Unit
General Management
Место
Бельгия
Сайт
Vilvoorde
Company / Legal Entity
BE03 (FCRS = BE003) Novartis Pharma nv-sa
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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Value & Access Head BeLux

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