

Access Strategy Lead - Oncology

Job ID
REQ-10087948
сен 18, 2026
Бразилия

Сводка

#LI-Hybrid
Location: São Paulo/SP

Lead the development and execution of the Oncology access strategy across the product lifecycle, translating patient needs, business priorities and payer dynamics into integrated access plans that enable timely and sustainable access to innovative Oncology treatments. The role is accountable for shaping the access ambition, value proposition, pricing and reimbursement approach, stakeholder strategy and launch readiness for assigned Oncology assets. Acting as the senior access partner for the Therapeutic Area, the position influences critical cross-functional and portfolio decisions, aligns local priorities with regional and global direction, and supports the Access Strategy Head in maximizing patient access and the long-term value of the Oncology portfolio.

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.

About the Role

Key responsibilities

- Own the end-to-end access strategy for assigned Oncology assets from early development and pre-launch through launch, growth and lifecycle management, defining the access ambition, indication sequencing and strategic priorities based on patient needs, market context, payer dynamics and business objectives.
- Translate product strategy into clear public and private access pathways covering reimbursement, affordability, pricing and contracting, while providing Value & Access input into target product profiles and key asset, indication and launch decisions.
- Act as the senior Access Strategy partner for Oncology brand and asset teams, embedding access considerations into medical, commercial, regulatory and launch plans and leading cross-functional delivery against clear outcomes, milestones, dependencies, risks and ownership.
- Develop payer segmentation, engagement objectives, value narratives and strategic messages, build trusted relationships with relevant healthcare decision makers, and represent the organization in negotiations and access policy discussions within approved mandates and governance.
- Identify payer evidence requirements and strategic evidence gaps, translating them into business needs and partnering with Medical, HEOR and other expert teams on evidence-generation planning and execution.
- Lead the access component of Oncology launch readiness, including the critical path for pricing, reimbursement, funding, channels and stakeholder preparation, while assessing healthcare-system readiness, patient-journey barriers and local implementation needs.
- Anticipate access risks and market changes, develop scenarios and mitigation actions, and provide concise recommendations to decision-making forums while ensuring local input and high-quality deliverables for regional and global launch planning.
- Lead lifecycle and portfolio value planning across new indications, label extensions, reimbursement expansion, contract renewals and value-proposition refinement, monitoring performance and recommending corrective or acceleration actions.
- Co-lead strategic assessments for pricing and contracting recommendations with Pricing, evaluate portfolio interdependencies, and advise on the prioritization of access initiatives, investments and resources across assigned Oncology assets.
- Prepare executive-ready recommendations and decision materials, ensure compliance with legal, ethical and governance requirements, and promote continuous improvement, knowledge sharing and leadership through influence across the access community.

Essential Requirements

- Bachelor's degree in Pharmacy, Life Sciences, Economics, Business Administration, Public Health or a related field; fluent Portuguese and advanced English; significant relevant Market Access experience in the pharmaceutical, biotechnology, consulting, payer or broader healthcare environment.
- Demonstrated ownership of access strategies for complex, innovative or specialty products, with experience in launch and lifecycle access planning.
- Strong understanding of public and private reimbursement pathways in Brazil; Oncology experience is strongly desirable.
- Experience in payer strategy, stakeholder engagement, pricing and contracting discussions, including value narratives, negotiation preparation and external engagement.
- Ability to assess healthcare systems and patient journeys, identify evidence needs, prioritize portfolios, build scenarios and translate risk into practical recommendations.
- Proven ability to work with senior local, regional and global stakeholders and lead through influence in a cross-functional, matrix environment.
- Strong business acumen, executive communication and negotiation skills, with the presence to simplify complex access topics and constructively challenge decisions.
- Ability to navigate ambiguity and balance patient needs, access objectives, business priorities and governance requirements, supported by collaboration, learning agility and a solution-oriented mindset.

Desirable Requirements:

- Postgraduate degree or MBA in Market Access, Business Administration, Healthcare Management, Public Policy or a related discipline is desirable.

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 \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Strategic Planning & BD&L

Место

Бразилия

Сайт

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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