NOVARTIS

Value & Access Head Albania Cluster

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Албания

Сводка

Organize the promotion of the therapeutic area's in market and pipeline product portfolio, according to both country specific regulation and Novartis strategy, policies and guidelines Lead the promotion and value positioning of the therapeutic area’s portfolio, aligning with Novartis strategy and local regulations. Drive patient access, shape healthcare policy, and build strong stakeholder partnerships to maximize impact for patients and the business.

As the Value & Access Head Albania Cluster, you will lead the development and execution of strategies that secure timely and sustainable patient access to our in-market and pipeline portfolio, while shaping the external environment to support Novartis’ business objectives. You will work at the intersection of market access, health policy, pricing, and stakeholder engagement to deliver value for patients, healthcare systems, and the company.

About the Role

Major accountabilities:

- Lead **value, access, and public affairs strategy** at country/regional level, ensuring alignment with Novartis’ global and regional priorities.
- Develop and implement strategies for collaboration and partnerships with **political, governmental, and non-governmental stakeholders** to create value and identify new opportunities.
- Build strong networks with **government authorities, healthcare providers, payers, and patient associations** to influence legislative, pricing, and reimbursement trends.
- Drive **development and implementation of market access strategies**, including negotiations on medicine availability, local pricing strategy, and price registration processes.
- **Lead the development of local pricing strategies** in close collaboration with Global Pricing counterparts and oversee all local price registration processes to ensure timely and compliant market access.
- Co-create and implement local strategies aimed at improving the healthcare ecosystem through expert dialogue and alignment with contemporary scientific practice.
- Ensure **strategic and tactical alignment** between the affiliate and global/regional public affairs, policy, and market access priorities.
- Represent Novartis in policy and public affairs engagements to strengthen the company’s reputation and shape healthcare policies in line with corporate objectives.
- Ensure robust systems, high compliance standards, and ethical conduct in all activities.

Key Performance Indicators

- Timely reimbursement and market access for new and existing products.
- Price achievement versus targets.
- Time to reimbursement/access.
- Policy and environment-shaping outcomes.
- Effective stakeholder engagement and reputation measures.

Requirements

- University degree, preferably in **Medicine** or **Pharmacy**, complemented by post-graduate business or medical education (**MBA or equivalent** preferred).
- Minimum 5 **years’ experience** in a business management role within the pharmaceutical, biotechnology, or related healthcare industry, with proven expertise in **market access**, **reimbursement processes**, and **commercial principles**.
- Strong **healthcare sector knowledge** and **business acumen**, including understanding of health policy & health economics.
- Excellent **negotiation**, **stakeholder management**, and **value proposition development** skills.
- Demonstrated **leadership** in people management, cross-functional collaboration, and employee development.
- Strategic thinker with strong **analytical**, **financial**, and **go-to-market planning** capabilities.

Skills to be successful:

- Strategic & Analytical: Analytical thinking, financial acumen, go-to-market strategy, process management, risk management, innovation, value proposition development.

- Healthcare & Market Expertise: Healthcare sector understanding, market access strategy, access and reimbursement strategy, health policy, commercial business

- Leadership & People: Inspirational leadership, people management, employee development, agility, cross-functional collaboration.

- Stakeholder Engagement: Public affairs, negotiation skills, customer-centric mindset, regulatory compliance.

Languages:

Albanian – fluent

English – fluent

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)

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International
Business Unit
General Management
Место
Албания
Сайт
Albania
Company / Legal Entity
ALP0 (FCRS = CH024) NPHS RO Tirana
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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