

Value and Access Lead Gulf

Job ID

REQ-10036141

Ene 29, 2025

Emiratos Árabes Unidos

Resumen

The purpose of the role is to shape Novartis product value proposition, pricing, reimbursement and market access in the region/country by supporting the team to localize Novartis global access strategies, and implement impactful access strategies, tactics and frameworks.

The role involves commanding an excellent understanding of the healthcare systems in the region/country, analyzing trends, generating insights, supporting countries in implementing Novartis value and access strategies, and driving the creation of value for payers. The goal is to enable fast and sustained access of Novartis innovative medicine to patients, healthcare systems

The role has high visibility and exposure to senior leadership, and requires a high level of leadership skills, top-notch access capabilities, and strong cross-functional collaboration with regional/country teams and functions.

About the Role

Major Accountabilities

- Understand, digest and disseminate Global Market Access strategies in key countries
- Drive patient access strategy to support region/country deliver fast, innovative and sustainable access of Novartis new launches to patients
- Drive the development of localized value proposition plans in the countries with robust pharmaco-economic tactics and tools and adapted real-world evidence program
- Localize and implement Global strategies in access, pricing, health economics and outcomes research, key account management and other access-relevant fields
- Provide Market Access input into financial planning cycles with reliable analyses of price-volume mix impacts and key Market Access risks and opportunities
- Foster cross-country collaboration and dissemination of best practices
- Drive capability building, upskilling initiatives and operational excellence in countries
- Identify and communicate evolutions and trends in health care environment with potential impact on pricing, reimbursement, formulary listing and value assessment.
- Drive patient access stakeholder engagement plans, connecting and building partnerships with key access opinion leaders and facilitating regional projects and initiatives
- Drive/develop business cases, requests and strategy, and coordinate with global teams to grant the approvals
- Provide input in relevant regional/global forums by co-shaping strategies and tactics
- Developing local pricing strategy, aligning with global one, anticipating future market dynamics and

ensuring that these are reflected in product development process

- Identify new business/pricing options for key brands. Optimize price throughout the life cycle across portfolio
- Ensure Tenders strategically managed in order to optimize profitability and meet business priorities to enhance the access for valuable medications.
- Managing Pricing SOPs and the Governance structure around the implementation
- Negotiating prices, reimbursement as well as listing, locally
- Drive patient affordability programs (PAP) in the region, to make sure the programs achieving the agreed KPIs internally and externally.
- Drive the creation and the implementation of any new idea to enhance the accessibility of patients facing financial barriers to Novartis innovative medications

Key Leadership Behaviors

- Highly curious, autonomous, solutions-oriented, and passionate
- Strong interpersonal skills and ability to build networks in a matrix organization across functions and geographies
- Ease to work in complex, ambiguous and rapidly changing environments
- Ability to resolve issues with minimal supervision and to understand when to escalate
- Robust and structured oral and written communication skills, with demonstrated history of high exposure to senior management
- Demonstrated ability to lead without authority
- Excellent analytical skills and ability to draw insights and implications from data and trends
- Strong strategic, operational, innovative and constructive mindset
- High level of self-awareness, agility, ethics and team spirit
- Robust operational capabilities & demonstrated ability to think strategically and innovatively

Key Performance Indicators

- Access level of innovative medicine for patients
- Market Access, reimbursement, listing, pricing and HEOR targets
- Key brands performance indicators e.g., market share, # patients with access, achieved affordability
- Number of implemented Innovative Access Solutions E.g. Managed Entry Agreements (MEA) or PAPs
- Number of best practices rolled-out and implemented
- Number of capabilities building initiatives rolled-out

Ideal Background

Education

- 1st Degree in relevant discipline or Life science degree
- Degree in Health Economics or other relevant disciplines

Languages

- Fluent spoken and written English
- Arabic (good to have)

Experience

& professional requirements

- Solid experience in Pharmaceuticals or Medical Devices in Market Access, Marketing or Medical roles
- Demonstrated direct experience in health economics and value assessment frameworks (good to have)

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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División

International

Business Unit

Innovative Medicines

Ubicación

Emiratos Árabes Unidos

Sitio

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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