

# Pricing Manager

Job ID  
REQ-10025123  
Oct 16, 2024  
Ireland

## Summary

Leads all pricing-related exercises and strategies for the CPO. Support in maintaining internal Novartis pricing database in compliance with local and global regulations. Local pricing expert and advisor to LT and Head of V&A. Supports V&A and CFT in collecting and analyzing pricing data to generate insights for Patient Access submissions that jointly create value for customers, patients and Novartis.

Please, note that this is hybrid roled based in Dublin office.

## About the Role

### Key Responsibilities:

- Analyzes the regulatory/competitive **price** and **pricing** strategy of competitors for Novartis portfolio. Conducts detailed market research and analysis in areas such as demand, competition, and price elasticity to build the case for **pricing** recommendations within the TAs
- Budget & strat plan pricing input in collaboration with BPA & Commercial
- Price PRO data integrity and maintenance
- Annual IPHA rebate exercise/analysis
- Annual Ex-F Alignment exercise
- Internal pricing expert offering advice to LT and CFT as required on external pricing environment
- Events Calendar management and owner
- Present to LT on quarterly basis our price evolution and status vs. approval
- Rebate and discount management
- Support in maintaining profit margins
- Prepare pricing application forms as required from HEOR/Access team for HSE
- IPHA agreement expert

### Essential Requirements:

- Understanding of National Health Care, regulatory environment of drug.
- Experience with Irish pharma pricing landscape and regulations
- Proven ability to understand and clearly communicate scientific
- Strong negotiation and analytical skills
- P&R and Listing processes
- economic topics

**Skills:**

- Agility
- Analytical Skill/Thinking
- Cross-Functional Collaboration
- Customer-Centric Mindset
- Finance
- Healthcare Sector Understanding
- IPHA agreement expert
- Process Management
- Project Management

**Languages :**

- English

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Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:**

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

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**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

CTS

Location

Ireland

Site

Dublin (Country President Office (CPO))  
Company / Legal Entity  
IE02 (FCRS = IE002) Novartis Ireland Ltd  
Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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