

# Director, Pricing

Job ID  
REQ-10020013  
Sep 03, 2024  
Suisse

## Résumé

Pricing Director (PD) will drive the development of launch and in-market pricing strategies that enable access for our products in partnership with relevant functions (TA, S&G, Access, HEOR, Policy, Finance, etc.). The role requires the right capabilities and the right mindset to drive collaboration, impact, and innovation to realize our short- and long-term goals to fulfill our vision. The PD is expected to be a thought leader and expert in assigned therapeutic/disease area(s) and a strategic partner to internal stakeholders.

The PD is expected to support assigned countries on the pricing implementation side ensuring that price decision making is done according to governance.

## About the Role

### Key Responsibilities:

Pricing Director will partner with stakeholders to:

- Develop, review, and execute pricing strategies for assigned compounds/indications within assigned areas. Responsible for ensuring alignment with program and brand strategies to optimize brand value and market access.
- Collaborate on pricing research with other IM functions, assigned countries/regions (as needed). Identify competitive trends, synthesize competitor price information (including biosimilars and generics), and trigger actions as required.
- Design and oversee global launch sequence optimization for assigned assets/indications. Coordinate with assigned countries and other International functions to ensure pricing and access are optimized as impact is felt across markets.
  - Develop and co-create models to optimize pricing and access and recommend adaptations where appropriate.
  - Provides input, as needed, into the price assessment of early-stage products and due diligence projects to validate price, dosing, endpoint, and comparator selection from a price implementation and realization point of view.
- Develop loss of exclusivity (LoE) strategy to help mitigate erosion in exposed indications.
- Be an expert on assigned countries and share knowledge regarding major developments in these markets.
- Interact regularly with assigned countries. For select markets, provide operational pricing scenario analysis on local price proposals for consultation and decision-making.
- Provide/withhold endorsement of product price proposals consistent with international governance at launch and any list & net price changes post-launch for assigned markets. Monitor local pricing and

contracting implementation.

- Ensure support to countries for price certificates and other pricing-related documentation.
- Identify future price evolution events and ensure maintenance of these in our system for assigned countries.
- Leverage pricing analytics and coordinate with funds flow and finance to identify and manage non-profitable products.
- Enhance information exchange and best practice sharing on pricing across international functions, regions, and countries.

### **Preferred Requirements:**

- At least 5 years of relevant senior level experience at pharmaceutical companies, HTA or health care consultancy companies; pricing, access and commercial experience across multiple brands and multiple therapeutic areas.
- Bachelors (Masters preferred) in Math, Economics, Business Administration, Finance, Marketing, Health Policy, Health Economics, or advanced related fields.
- Excellent analytical skills and ability to extract and quickly process key information, summarize key needs, and provide targeted and appropriate insights and recommendations.
- Recent experience in above country (regional or global) role preferred.
- Strong external orientation with broad & deep therapeutic experience, healthcare systems and market insights.
- Track record of successfully working across functions (especially, Medical, Marketing, Strategy, Finance).

### **Minimum Requirements:**

- At least 7 years of relevant senior level experience
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**Location:** This role is based in Basel, Switzerland, London United Kingdom, Barcelona, Spain or Dublin, Ireland. Novartis is unable to offer relocation support for this role: please only apply if one of those locations is accessible for you. Basel, Switzerland is accessible only for internal applications.

### **Benefits:**

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

### **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.

### **Accessibility and accommodation**

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**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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<https://talentnetwork.novartis.com/network>

**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

Innovative Medicines

Emplacement

Suisse

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Alternative Location 1

Barcelona Gran Vía, Espagne

Alternative Location 2

Dublin (Novartis Corporate Center (NOCC)), Irlande

Alternative Location 3

Home Worker, Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

Functional Area

Accès au marché

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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