

# Director, Pricing

Job ID  
REQ-10020013  
Sep 03, 2024  
Switzerland

## Summary

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

Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Alternative Location 1

Barcelona Gran Vía, Spain

Alternative Location 2

Dublin (Novartis Corporate Center (NOCC)), Ireland

Alternative Location 3

Home Worker, United Kingdom

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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