

Pricing Decision Platform Director

Job ID
REQ-10051914

6月 13, 2025

Switzerland

摘要

The Pricing Decision Platform Director (PDPD) is responsible for building an industry-leading analytical powerhouse inclusive of advanced analytical capabilities, cutting edge reporting, innovative data visualizations and state-of-the-art technological ideas including AI solutions. This role will support the implementation of tools and business-related processes to facilitate price governance and documenting as well as evaluation of price proposals. The PDPD takes leadership to prepare the necessary analysis to align decisions when trade-offs and risk assessment are required across geographies. Fosters understanding of decision making and related impact on access and business across TAs and partner functions as necessary.

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.

About the Role

Key Responsibilities:

- Work effectively across functions and geographies with a focus on customer needs to achieve goals and ensure stakeholder alignment.
- Co-lead, with IT, further development, and implementation of PricePRO updates (i.e., launch sequencing and price referencing models, decision recording database, pricing database). Strive for continued simplicity, ease of use and business value.
- Ensure that business processes are built in alignment with PricePRO to drive optimal impact. Track and remedy inaccuracies in price database component of PricePRO.
- Partner with third party vendors and other cross functional teams to identify, plan and execute upgrades and enhancements to complement the global price management platform.
- Proactively propose analytical solutions to business questions and problems. Generate new data-driven ideas that enhance decision-making and drive growth via insights generation. Drive the design of informative reports to track the implementation of pricing and access performance.
- Design and implement tools to track compliance with governance relative to the support of price proposals through agreed system. Partner with ERC and finance to help ensure compliance with International Pricing controls.
- Drive IRP analytics with analytical support from pricing analytics colleagues. Facilitate, with Pricing and Access Directors, timely input, and validation of key assumptions to run a launch sequence analysis: price listing and introduction timelines, expected price and expected unit sales.
- Spearhead the exploration and implementation of cutting-edge AI solutions in pricing processes and analytics to bring innovations that are aligned with overall goals.
- Lead and collaborate with countries on annual data verification and events collection processes of pricing data by providing necessary infrastructure, trainings and tools. Co-lead the development of indication sequencing model with respect to pricing inputs and socialize it across other teams. Design and implement programs to support onboarding of new country/regional colleagues to related decision systems, processes and governance.
- Propose and implement tools designed to evaluate, track, and monitor performance of different pricing models. Support development of tools to upgrade tendering capabilities. Model key scenarios to make informed decisions, mitigate risks, and uncover opportunities while optimizing pricing and profitability under new regulations.

Essential requirements:

- At least 10 years of relevant experience at pharmaceutical companies, health care consultancy companies; pricing, and access
- Bachelors in Math, Economics, Business Administration, Finance, Decision Sciences, Data Science, Artificial Intelligence, Marketing, Statistics, IT or advanced related fields
- Experience in managing a business solution / platform. Experience in managing complex projects, including planning, execution, and delivery, with a focus on AI or technology-driven projects
- Excellent analytical skills and ability to extract and quickly process key information, summarize key needs, and provide targeted and appropriate insights and recommendations.
- Ability to deal with ambiguity
- Strong business and finance acumen
- Advance knowledge of Excel, visualizations, SAP, Salesforce and database design
- Experience in dealing with multiple countries with different health care systems. Track record of successfully working with other functions

Location: This role can be based in Basel, Switzerland but also in London, the UK and Dublin, Ireland

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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, be-cause 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 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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部门

International

Business Unit

Innovative Medicines

地点

Switzerland

站点

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Alternative Location 1

Dublin (NOCC), Ireland

Alternative Location 2

London (The Westworks), United Kingdom

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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