

## Pricing manager

Job ID  
REQ-10053469

5月 27, 2025

Kazakhstan

### 摘要

Together with the Pricing, Value and Access Lead, determine the pricing strategy for all the company's medicines (taking into account the strategy of the headquarters, information about the pricing strategy in the cluster countries and prices for new drugs used in the commercial policy for this product, potential opportunities for the product to participate in state / regional programs and other events that affect the cost of the company's medicines), coordinating the strategy and supporting the implementation of innovative models of drug supply.

### About the Role

Major accountabilities:

- Leads the development of an optimal brand pricing strategy, in collaboration Global and Region Pricing and Reimbursement and with Brand Directors /Managers.
- Develops economic evidence and messages that will secure timely listing of Novartis brands.

- Preparation and submission of the necessary documentation for the timely registration / re-registration of prices for medicines within the cluster. Answers to inquiries from the State / Governmental organizations related to prices for drugs brought to the market.
- Works closely with all internal cross functional stakeholders determine contracting strategy for new and existing products.
- Maintains/establishes a high-level professional network within Health Economic organizations and organizations responsible for monitoring pricing to anticipate legislative trends and thereby create a stable and positive environment for the business.
- Preparation of analytical reports and presentations containing information and legal documentation on pricing and price registration.
- Monitor and analyze changes in health care system and health care financing structures in the area of responsibility.
- Monitor healthcare environment structures that regulate pricing.
- Evaluate the obtained information to analyze potential risk and opportunity situations for company ' s business needs.
- Adaptation and implementation of the global pricing strategy in the cluster countries;
- Creation of instructions for pricing, taking into account the laws of the countries and the peculiarities of doing business in the countries.

#### Key performance indicators:

- Quality of maintaining internal price databases;
- Timeliness of submission of prices for registration/re-registration;
- Number of successful bids for registration/re-registration of prices compared to the total number;
- Timely updating of information on trends and changes in terms of pricing.

#### Minimum Requirements:

##### Work Experience:

- Minimum 3 years of experience in finance, pricing, accounting, or auditing roles within a large international corporation (preferably in pharmaceuticals, FMCG, or consulting).
- Proven experience in developing and leading brand pricing strategies, including market analysis, competitor benchmarking, price corridor development (target price, X-factor, list price, IRP) is a strong advantage.
- Background in pre-tender pricing analysis: assessing competitive bids, simulating optimal price points, and submitting pre-approved pricing prior to tenders is a strong advantage.
- Experience in developing economic value messages and pricing justifications (e.g., budget impact models, cost-effectiveness arguments) to support reimbursement and listing decisions.
- Demonstrated ability to produce high-quality analytical reports and presentations, including scenario analysis, forecasting, and budget impact assessments.
- Understanding of healthcare systems and reimbursement frameworks in Emerging Markets is a strong advantage.
- Proven ability to monitor and interpret changes in healthcare policy, financing systems, and regulatory environments, and translate these into pricing strategy adjustments.
- Advanced proficiency in MS Excel (including formulas, pivot tables, logical functions, modeling); strong skills in PowerPoint; experience with Power BI is a plus.
- Fluency in English (minimum Upper-Intermediate, preferably Advanced) is mandatory for collaboration with regional/global teams and preparation of formal documentation.

## Skills:

- Agility.
- Cross-Functional Collaboration.
- Data Analysis.
- Finance.
- Financial Analysis.
- Health Economics.
- Health Policy.
- Health Technology Assessment (HTA).
- Healthcare Sector Understanding.
- Innovation.
- Pricing Strategy.
- Public Health.
- Real-World Evidence (Rwe).
- Regulatory Affairs.
- Reimbursement Strategy.
- Research Methodologies.
- Results Oriented.
- Statistical Analysis.
- Strategic Partnerships.

## Languages :

- English
- Local.

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部门  
International

Business Unit  
Innovative Medicines

地点  
Kazakhstan

站点  
Kazakhstan

Company / Legal Entity  
KZP0 (FCRS = CH024) NPHS Almaty RO Kazakhstan

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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