

Contract & Tender Lead

Job ID
REQ-10058195

7月 22, 2025

Netherlands

摘要

#LI-Hybrid

Location: Amsterdam, Netherlands

Relocation Support: This role is based in Amsterdam, Netherlands. Novartis is unable to offer relocation support: please only apply if accessible.

Step into a role where your strategic thinking and leadership will shape how Novartis brings value to patients and partners across the Netherlands. As a Contract & Tender Lead, you 'll lead the development of innovative contract strategies, manage pricing tools and systems (like IRP, Z-index), and collaborate cross-functionally to ensure competitive positioning in the market. With direct impact on national pricing, reimbursement, and tendering processes, this is your opportunity to drive meaningful outcomes while mentoring a high-performing team.

About the Role

Key Responsibilities

- Lead and coach a team of two Operations & Contract Managers
- Develop and implement tender and contract strategies across the full portfolio
- Collaborate with therapeutic areas to shape pricing scenarios and business cases
- Maintain and validate pricing databases and contract management tools
- Partner with finance and supply chain for planning and accrual management
- Oversee monthly pricing controls and quarterly contract evaluations
- Drive cross-functional negotiations with national payers and procurement stakeholders

Essential Requirements

- University degree in a relevant field
- Fluency in both Dutch and English
- Proven experience in pricing, market access, and commercial contracting
- Strong background in financial planning and modeling
- Demonstrated leadership and people management capabilities
- Skilled in negotiation and cross-functional collaboration

Desirable Requirements

- Experience with contract management systems such as Vistex and SharePoint
- Familiarity with Dutch healthcare procurement and anti-trust legislation

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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部门
International

Business Unit
Universal Hierarchy Node

地点
Netherlands

站点
Amsterdam

Company / Legal Entity
NL08 (FCRS = NL008) Novartis Pharma NL

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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