

## Pricing Specialist

Job ID  
REQ-10063137

10月 03, 2025

Argentina

### 摘要

At Novartis Argentina we have #PassionForTransformingLives. We lead with passion the evolution towards an equitable and sustainable healthcare system, empowering local talent, and refining the formula to support patients in transforming their lives. We do this by focusing on our People, fostering Mastery at work and embracing the Evolution of our model.

As a Pricing Specialist at Novartis Argentina, you will drive and execute pricing strategies across our entire portfolio of pharmaceutical products, ensuring our innovative medicines remain accessible to patients while meeting business objectives. This cross-portfolio role serves as the local pricing expert, working within the Value & Access team to balance affordability and profitability in a dynamic market.

### About the Role

Key responsibilities

- **Market & Competitive Analysis:** Analyze the healthcare pricing environment and competitor pricing strategies across Novartis ' s portfolio to identify insights and opportunities for our pricing decisions. Conduct detailed market research (demand, competition, price elasticity) to build data-driven cases for pricing recommendations in various therapeutic areas.
- **Pricing Strategy & Execution:** contribute to developing and propose pricing strategies for new product launches and for adjustments to existing product prices, aligning with global and regional guidelines. Work with Pricing Manager in the input into budget forecasts and strategic plans in collaboration with Business Planning & Analysis and Commercial teams, ensuring that pricing assumptions are accurately reflected in financial plans.
- **Pricing Administration:** Maintain accurate pricing data and ensure integrity of pricing information in internal systems. Coordinate the implementation of approved price changes, including internal governance steps and timely communication to stakeholders (e.g. updating systems, informing sales teams). Prepare required pricing documentation and forms to support regulatory submissions or reimbursement applications for new prices, working closely with market access and health economics colleagues.
- **Financial Management:** Monitor and manage any pricing agreements, discounts, or rebate programs to ensure they are executed correctly and support overall financial targets. Support efforts to optimize gross-to-net outcomes and maintain profit margins by analyzing the impact of discounts or managed entry agreements, in alignment with company policies

#### Main Requirements:

- **Education:** Bachelor ' s degree in Economics, Business Administration or a related field.
- **Experience:** 2+ years in pricing, market access, health economics, or finance roles (ideally).
- **Language:** proficient in English.
- **Analytical Skills:** Strong analytical and quantitative skills
- **Strategic & Detail-Oriented**
- **Communication & Collaboration**
- **Self-motivated, curious, and proactive**

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <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>

部门  
International

Business Unit  
Innovative Medicines

地点  
Argentina

站点  
Ramallo (Argentina)

Company / Legal Entity  
AR01 (FCRS = AR001) Novartis Argentina S.A.

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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