

Executive Director Pricing & Contracting

Job ID
REQ-10075637

5月 04, 2026

Switzerland

摘要

#LI-Hybrid

Location: Basel, Switzerland

The Executive Director Pricing & Contracting (EDPC) will work on CRM portfolio and is a partner/subject matter expert who is a reliable and visible contact point for priority countries. The EDPC is expected to drive strategic initiatives which position International Pricing as a key collaborator through partnership with relevant functions (TA, S&G, Access, HEOR, Policy, Finance, etc.).

The EDPC will act as an advisor to other functions and senior management teams on specific pricing-related topics. Lead a team of pricing & contracting professionals, act as a role model by further strengthening the organizational culture, and by mentoring other talent within and outside of pricing. The EDPC will drive development of launch and in-market pricing strategies and contracting solutions for selected brands that enable access for our products in partnership with the TA teams, other partner functions and regions/key countries.

The position is reporting to the Head of Pricing.

About the Role

Key Responsibilities:

- Leads a Pricing & Contracting team with a disruptive mindset to tackle competitive environments and develop innovative pricing strategies and tactics to support regions/countries in delivering expected results. Provides effective and inspiring team leadership, actively works on career development, and focuses on retaining and attracting top talent
- Work effectively across functions and geographies with a focus on customer needs to achieve goals and ensure key stakeholder alignment.
- A thought partner/subject matter expert who is a reliable and visible contact point for priority countries to provide active, effective key country-level support.
- Interact regularly with priority countries. Facilitate operational pricing scenario analysis on local price and innovative contract proposals for consultation and decision-making. Share overall pricing approach and strategies, as necessary, with the US organization.
- Educate senior leadership on the pricing and reimbursement landscape developments of priority countries as appropriate. In partnership with Policy and Healthcare Systems leads, identify pricing policy barriers/opportunities and develop strategic and operational plans to address the pricing components of key policy issues (e.g., global price transparency, EU co-operation initiatives).
- Provide/withhold endorsement of price proposals consistent with international governance at launch and any list & net price changes post-launch for assigned countries. Monitor local pricing implementation. Oversee vendor/consulting/internal projects aimed at answering strategic pricing and business questions.

Executive Director Pricing & Contracting will partner with the TAs, HEOR, Access, Finance and other teams to:

- Develop, review, and execute pricing and innovative contracting strategies for key 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 international functions, key countries/regions (as needed). Identify competitive trends, synthesize competitor price information (including biosimilars and generics), and trigger actions as required.
- Design and oversee international launch sequence optimization for assigned assets/indications. Coordinate with key countries and regions and other international functions to ensure pricing and access are optimized as impact is felt globally across markets.
- Develop and co-create models to optimize pricing and access and recommend adaptations where appropriate. Coordinates, as needed, input 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.

Essential Requirements:

- At least 7 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.
- Excellent analytical skills and ability to extract and quickly process key information, summarize key needs, and provide targeted and appropriate insights and recommendations.
- Previous team management experience.
- Strategic thinker with strong business and finance acumen.
- Recent experience in above country (regional or global) role preferred.
- Experience or strong exposure to some of our priority markets (US, EU5, China, Japan) and preferably also to emerging key markets in LaCan and APMA.
- Track record of successfully working across functions (especially TAs, S&G, V&A, Finance).
- Experience in preparation and negotiating reimbursement and HTA submissions with payers in major markets.

Desirable Requirements:

- 10+ years of relevant senior level experience
- Advanced degree (e.g. PhD, Masters) in Math, Economics, Business Administration, Finance, Marketing, Health Policy, Health Economics, or related fields.

Accessibility statement for Switzerland Yes/No, If Yes: Yes

Switzerland 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 diversity.inclusionch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

General Management

地点

Switzerland

站点

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Market Access

Job Type

Full time

Employment Type

Regul ä r

Shift Work

No

```
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sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
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(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
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[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
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kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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