NOVARTIS

Executive Director Pricing & Contracting

Job ID
REQ-10077065

5月 04, 2026

Ireland

摘要

#LI-Hybrid

Location: Dublin, Ireland

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.

Benefits & 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

Commitment to Diversity and 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
Ireland

站点
Dublin (NOCC)

Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

var config = { targetId: "kalturaplayer69fa1d41c00e6969487865", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }

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