

Pricing & Access Contracting Lead

Job ID
REQ-10077301

5月 05, 2026

Romania

摘要

#LI-Hybrid
Location: Bucharest, Romania

The Pricing & Access Contracting Lead ensures accurate, compliant, and timely management of pricing and commercial agreements across the portfolio. The role develops pricing submissions, models, and business cases, manages contracts, rebates and tenders, and collaborates closely with cross-functional teams and customers to ensure pricing strategies support access, profitability, and business objectives.

About the Role

Key responsibilities

- Develop pricing submissions, business cases, and scenario analyses to support pricing

decisions, forecasting, and lifecycle planning.

- Build and maintain pricing forecast models and assess the impact of pricing decisions on access, revenue, and market share.
- Manage pricing contracts and commercial pricing systems to ensure accuracy, compliance, and timely updates across the portfolio.
- Design and execute contracting and rebate strategies, including administrative management of tenders, submissions, renewals, and distributions agreements.
- Support and, where required, lead negotiations with payers, hospitals, and contracting authorities in line with approved pricing strategies.
- Ensure timely and accurate rebate calculations, financial integration, and collaboration with Finance on invoicing and validations.
- Monitor contract KPIs, tender execution, and compliance with internal pricing, financial, and approval policies.
- Engage pricing customers and stakeholders to resolve pricing queries, integrate insights, and continuously improve pricing processes.
- Benchmark competitor pricing and market standards to inform pricing recommendations and strategy adjustments.
- Collaborate closely with HEOR, TA Access Strategy, Commercial, Finance, and International Pricing teams to align pricing with product value and access goals.

Requirements

- Degree in business, economics, life sciences, or a related field with relevant experience in pharmaceutical pricing, contracting, or market access; additional training in health economics or data analysis is an advantage; fluency in English and local language required (Romanian).
- Experience developing pricing models, submissions, and business cases within a regulated environment.
- Hands-on experience managing pricing contracts, rebates, tenders, and commercial agreements.
- Strong analytical, forecasting, and financial interpretation skills.
- Proficiency in pricing systems, commercial contract processes, and related tools.
- Ability to collaborate effectively within cross-functional matrix teams.
- Customer-focused mindset with strong communication and issue-resolution capabilities.
- Ability to influence without authority, manage complexity, and work pragmatically across stakeholders.
- High standard of accountability, reliability, and adherence to compliance and governance requirements.

Commitment to Diversity & Inclusion:

We are 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

Sales

地点

Romania

站点

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

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"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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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: "1dgfvmafo"}); } catch (e) { console.error(e.message) }

```

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