

Pricing Manager

Job ID
REQ-10078327

5月 22, 2026

Canada

摘要

As a Pricing Manager, you will play a critical role within the Canadian Value & Access organization, leading financial and pricing analyses that inform strategic decision-making across all brands. You will partner closely with cross-functional teams including Finance, Market Access, and Commercial to ensure robust pricing strategies, compliance with Canadian regulations, and effective contract management.

This is a highly visible role requiring strong analytical capabilities, business acumen, and the ability to translate complex financial insights into actionable recommendations that support negotiations and optimize market access outcomes.

About the Role

#LI-Hybrid

Location: Toronto, Ontario

This role is based in Toronto, Ontario. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

This job posting is not for an existing position.

Key responsibilities

- Lead review of list and net price simulations and perform sensitivity analyses for pricing business cases across all brands
- Analyze contracting proposals and develop financial models and alternative scenarios to support pricing strategies and negotiations
- Assess financial impact to P&L of ad-hoc pricing and business case analyses
- Support PMPRB pre-assessments and contribute to the development of Canadian introductory pricing strategies for pipeline products
- Ad-hoc review of contracts and validation of invoices, ensuring accuracy and compliance
- Collaborate with cross-functional stakeholders (Finance, Market Access, Commercial) to align pricing and contracting decisions
- Contribute to continuous improvement initiatives, leveraging tools and analytics to enhance efficiency and effectiveness of pricing and access contracting processes
- Provide insights into market access dynamics and associated financial implications to support strategic decision-making

Essential Requirements

- Minimum 5 years manager level experience in financial planning, pricing, or related analytical roles
- Bachelor ' s degree in Business, Finance, Economics or related field
- Strong financial modeling, forecasting, and analytical skills
- Ability to translate complex data into clear, compelling business cases to support decision-making
- Proven ability to collaborate effectively across multifunctional teams and influence stakeholders
- Strong business acumen with a strategic mindset and ability to interact with senior leaders
- High level of curiosity, agility, and commitment to operational excellence and innovation
- Bilingual (French and English)

Desirable Requirements

- Experience in pharmaceutical pricing, market access, or healthcare industry
- Familiarity with Canadian pricing regulations (e.g., PMPRB) and reimbursement environment

Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Remuneration Range for role:

CAD 121,873 - 169,188

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics. Read our brochure to learn more about our global total rewards offering: <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements. A full overview of your compensation package applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey - from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team ' s representatives 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

Corporate & Division Services

地点

Canada

站点

Toronto

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

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
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(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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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 }; }
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(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
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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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