

Pricing Manager

Job ID
REQ-10085297

8月 05, 2026

Mexico

Available in: English

摘要

Lead, development and review of price strategy and its governance

About the Role

Responsibilities:

- Lead development and review of list price, maximum public price, net price, gross-to-net simulations and sensitivity analyses for all pricing business cases.
- Analyze contracting proposals and develop models, alternative scenarios and negotiation strategies for private and public and channels.
- Assess P&L impact of pricing decisions, including net sales, margin, discounts, rebates, payment terms, channel mix, FX, inflation and volume assumptions.

- Support in PMPRB pre-assessments and lead Mexico launch pricing assessments for pipeline products, considering local market dynamics, public and private access, competitor benchmarks, affordability, and long-term price sustainability.
- Ensure accuracy and compliance of PMPs (Max Public Price).
- Support contract and invoicing reviews to ensure alignment between approved prices, contract terms, discounts, rebates and actual billing.
- Develop differentiated pricing strategies for private and public markets to maximize access, profitability and portfolio value.
- Build pricing scenarios for public procurement processes, including tenders, consolidated purchases, direct awards, institutional negotiations and framework agreements.
- Define and maintain price corridors, net price floors, approval thresholds and exception governance by product, channel, customer and therapeutic area.
- Partner with Market Access, Government Affairs, Regulatory, Legal, Finance, Supply Chain, Commercial and Therapeutic Areas to align pricing strategy with access, compliance and business objectives.
- Own the monthly Pricing Book and ensure pricing data integrity across systems, contracts, invoices and reporting tools.
- Lead pricing governance and system accountability, ensuring appropriate controls, documentation, audit readiness and continuous process improvement.
- Develop tools, dashboards and analytical capabilities to improve efficiency, decision quality and transparency within the pricing and access contracting function.

Requirements:

- Bachelor's degree in Finance, Economics, Business Administration, Pharmacy, Engineering, or related fields.
- MBA, Master's in Health Economics, Finance, Market Access, or Business Analytics preferred.
- Advanced financial modeling and data analytics training is a strong advantage.
- 8+ years of experience in Pricing, Market Access, Commercial Excellence, Revenue Management, Finance, Contracting, or Strategic Planning within the pharmaceutical industry.
- Proven experience managing pricing strategies across public and private healthcare channels.
- Strong understanding of Mexican healthcare and pharmaceutical pricing environment, including Institutional negotiations (IMSS, ISSSTE, INSABI/IMSS-Bienestar, state institutions) and Private market contracting
- Experience supporting product launches and lifecycle pricing decisions.
- Exposure to international reference pricing and pricing governance frameworks preferred.

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部门
International

Business Unit
Sales

地点
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a7420c01a709090345387", provider: { widgetId: "10m7rm1pm", partnerId:
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false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
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{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1d9fvmfo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_datalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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contact information. Please include the job requisition number in your message.

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