

# BSI Director, Pricing Analytics

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## Сводка

BSI Director, Pricing Analytics  
#LI-Hybrid

Location : Hyderabad

The BSI Director, Pricing Analytics is responsible for leading and scaling advanced pricing analytics capabilities within the Global Capability Center to enable data-driven, compliant, and forward-looking pricing decisions across the product lifecycle. The role owns the pricing analytics backbone (data, models, tools, AI use cases) supporting International, Regional, and Country Pricing teams, and acts as a strategic thought partner to Global Pricing leadership by translating complex pricing questions into actionable insights, scenarios, and recommendations.

## About the Role

### Pricing Analytics Strategy & Capability Ownership:

- Define and execute the Pricing Analytics strategy and roadmap aligned with International Pricing and Access priorities.
- Build and evolve advanced pricing analytics capabilities including IRP simulations, net price modeling, scenario analysis, predictive analysis and competitive intelligence.
- Own pricing analytics standards, methodologies, and quality across International–Regional–Local levels.

### Strategic Pricing Decision Support

- Deliver decision-grade analytics to support IPG development, launches, price changes, and exception cases.
- Act as a trusted analytics sparring partner to Global Pricing, TA Access, Finance, and senior leadership.

### Platforms, Data & AI Enablement:

- Own and strengthen the pricing analytics backbone including PricePro-related analytics and external data sources.
- Lead AI-enabled pricing analytics use cases in collaboration with IV&A AI and DDIT teams.
- Ensure data integrity, governance, and audit-ready records and analytics.

### Organizational Leadership & Ways of Working:

- Lead and develop a high-performing Pricing Analytics team in the GCC.
- Takes ownership for development of new analytical reports to foster competitive insights and development of meaning full dashboards to improve IPGs and business cases
- Define clear interfaces with Pricing Operations, TA Access, HEOR/PCO, and Finance.
- Drive continuous improvement and transition from descriptive to predictive analytics.

### Requirements:

- Post-graduate degree (Masters or PhD) in relevant discipline (including health economics, epidemiology, health services research, public health, or business management)
- 10+ years experience in Pricing, Market Access, Analytics, or Strategy in pharma/healthcare.
- Proven leadership in building analytics teams or Centers of Excellence and ensuring high quality and audit-proven output.
- International Experience
- Proven Leadership in implementation of AI supported Analytics
- Strong exposure to global pricing frameworks, IPG development, and IRP.
- Experience applying advanced analytics, automation, and AI.

### Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect 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>

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Дивизион  
International  
Business Unit  
General Management  
Место

Индия  
Сайт  
Hyderabad (Office)  
Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited  
Functional Area  
Market Access  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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