

Pricing & Access Contracting Manager

Job ID
REQ-10077075
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Ирландия

Сводка

Job Description Summary

As a member of the Country Value & Access Team, this role ensures competitive, compliant and value-based pricing throughout the product lifecycle, supporting early development, launch, contracting, and mature-brand management. The Pricing & Access Contracting Manager provides deep payer and market expertise, drives pricing decisions and governance, executes international pricing guidance locally, and leads contracting and tendering activities in close collaboration with cross-functional partners to secure sustainable patient access and optimize portfolio value.

About the Role

Job Purpose

Ensure competitive, compliant and value-based pricing and access solutions across the product lifecycle by driving pricing strategy, governance, tendering and contracting execution. The role supports early development, launch, lifecycle management and mature brands, ensuring alignment with payer needs, regulatory requirements, and portfolio value objectives.

Job Dimensions

Financial Responsibility:

Significant impact on revenue through pricing decisions, tender outcomes, rebate structures, and contracting terms.

Decision Making:

Leads country pricing proposals, endorsements, and business case submissions; accountable for pricing lifecycle decisions including price changes, adjustments, rebates and tender bids.

External / Internal Stakeholder Interface:

Internal: Access Strategy, HEOR/HTA, Commercial, Finance, Customer Service, Legal, Regulatory, International Pricing and Regional Value & Access teams.

External: National and regional payers, hospitals, wholesalers, contracting authorities, private insurers and pharmacies.

Impact on the Organization:

Direct influence on portfolio profitability, market access success, competitive positioning, tender outcomes, and sustainable pricing throughout the product lifecycle.

Major Accountabilities

Payer & Market Expertise

- Generate and synthesize payer insights and pricing research to inform pricing and contracting strategies.
- Review and endorse country pricing proposals and business cases; support negotiations with payers and authorities.
- Analyze and communicate market and patient access implications of pricing decisions.
- Maintain and evolve pricing tools, models, and guidance for field and access teams.
- Respond to payer and authority queries with clear pricing rationale and evidence.
- Benchmark competitor pricing, market standards, and emerging contracting practices.
- Integrate customer insights into pricing and contracting solutions.
- Collaborate cross-functionally to ensure alignment with product value and access goals.

Pricing Lifecycle Management

- Provide early pricing inputs for forecasting, launch planning, and lifecycle scenarios.
- Integrate pricing strategies into launch plans, tenders and contracting processes.
- Manage price changes, rebates, discounts and adjustments across the lifecycle.
- Ensure accurate and compliant pricing system management including SAP/LDC and PricePro.
- Oversee execution and process management for complex pricing contracts.

Execution of International Pricing Guidance

- Communicate global and regional pricing guidance to local cross-functional teams.
- Adapt international pricing guidance to local regulatory and competitive environments.

- Ensure pricing guidance is embedded into business cases, value dossiers and stakeholder communications.

Access Contracting & Tendering

- Design and implement access contracting strategies across the product lifecycle.
- Calculate business cases and lead or support contract negotiations with payers and authorities.
- Manage mature brands, contract renewals and optimization of existing terms.
- Lead tender content development and ensure high-quality tender submissions.
- Manage operational contracting activities in collaboration with Finance.
- Partner with Access Strategy and Commercial teams to optimize value through contracting excellence.

Key Performance Indicators

- Timely and accurate pricing submissions and system updates.
- Tender and reimbursement application success rates and win/loss ratios.
- Impact of pricing and contracting strategies on revenue, margin and access outcomes.
- Quality and robustness of pricing business cases and negotiation packages.
- Compliance with global pricing governance and international pricing guidance.
- Effectiveness of payer engagement and responsiveness.
- Cross-functional alignment and stakeholder feedback.
- Competitive pricing positioning and portfolio value maintenance.

Ideal Background

Education

- University degree in Economics, Business, Pharmacy, Life Sciences or related field.

Experience & Skills

- 5–10 years of experience in Market Access, Pricing, HEOR/HTA, Commercial or Finance roles.
- Proven track record in pricing strategy, payer negotiations, tender management or access contracting.
- Experience working with national and regional payer systems and health authorities.
- Strong analytical and financial modeling skills.
- Deep understanding of pricing methodologies, contracting models and governance.
- Excellent communication, negotiation and stakeholder management skills.
- Ability to influence without authority and collaborate across functions.
- Resilient, solution-oriented and comfortable operating in ambiguity.

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Дивизион

International

Business Unit

General Management

Место

Ирландия

Сайт

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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