

Pricing and Commercial Portfolio Manager

Job ID
REQ-10078044
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Литва

Сводка

Leverages from payer environment knowledge to support local team to develop optimal brand pricing, market positioning and stakeholder influence strategies. Develops and deploys analytics that support local and regional access strategy design and execution; builds strong partnerships with key internal stakeholders at regional and country level; and owns progress monitoring and reporting for key regional and local pricing processes, including analytics, business case support, and forecasting for the Commercial Portfolio.

About the Role

Major Accountabilities:

- Support local teams to develop innovative pricing & reimbursement models, adoption of global health-outcome models, preparation of P&R dossiers.
- Work with local Access teams to develop negotiation strategies to deliver high quality, impactful, product listing agreements.
- Provide the team with recurring analytics and clear interpretation of market Value & Access trends.
- Lead bi-annual price reviews and CPs, delivering analytics and evidence-based recommendations for market actions.
- Partner with Finance and take ownership of NFCM controls and SAP implementation activities.
- Own global price approval requests and governance, initiating sign-off workflows and preparing PRFs.
- Drive business case development with the local team: assess market performance, consolidate proposals, and manage key deliverables end-to-end.
- Manage price list updates (primarily Lithuania and Latvia) aligned with recurring IRP review cycles.
- Maintain reimbursement-condition mapping and respond to information requests from other countries.
- Execute data and price validation cycles and deliver price forecasts to support decision-making.
- Monitor pricing-related legislation and policy updates, assessing and communicating business impact.
- Analyze market data and insights, identify risks and opportunities, and recommend country-level actions across the Baltics.
- Deliver recurring analytics and market trend updates for the Commercial Portfolio.
- Prepare business cases, reports, and calculations for the Commercial Portfolio, consolidating proposals and managing key deliverables.
- Produce forecasts for the Commercial Portfolio and report product demand drivers and outlook.

Key Performance Indicators:

- Quality of collaboration across Novartis; feedback from the team and key stakeholders.
- On-time, high-quality delivery of agreed outputs and analytics in line with priorities and deadlines.
- Pricing performance versus agreed targets.
- Timeliness of reimbursement/access outcomes (cycle time).
- Effective management of relevant local systems and processes to deliver the pricing strategy and key project milestones, aligned with Novartis Values & Behaviors.

Values and Competencies / Skills:

- Demonstrated capability to build robust analytics, with sound local and regional knowledge of reimbursement pathways and commercial principles.
- Proven ability to manage pricing strategy complexity—from design to implementation—through effective stakeholder management.
- Strong project management skills with a track record of delivering on time and to quality.
- Able to work independently and within cross-functional teams (Commercial, Finance, Value & Access), influencing with authority.
- Strong results focus, with a commitment to continuous improvement and disciplined execution.
- Comfortable operating in fast-changing environments, with a proactive, solution-oriented mindset.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Other
Место
Литва
Сайт
Lithuania
Company / Legal Entity
LTP2 (FCRS = LV001) SIA Baltics, Lithuanian
Functional Area
Маркетинг
Job Type
Full time
Employment Type
Temporary (Fixed Term)
Shift Work
No

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List of links present in page

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2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Lithuania/Pricing-and-Commercial-Portfolio-Manager_REQ-10078044-1
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