NOVARTIS

Pricing and Access Contracting Manager

Job ID
REQ-10087458
Окт. 02, 2026
Филиппины

Сводка

Pricing & Access Contracting Manager
Location : Makati Manila

#LI-Hybrid

Are you passionate about turning pricing strategy into meaningful patient access? We are looking for a Pricing & Access Contracting Manager to join our Value & Access team.

In this role, you will lead the accurate, compliant, and timely management of pricing and commercial agreements across the portfolio. You will develop pricing submissions, models, and business cases, while supporting contracting, rebate, and tender activities throughout the product lifecycle.

About the Role

Major accountabilities:

- Develop pricing submissions, business cases, forecasts, and scenario analyses.
- Translate market dynamics and payer insights into pricing and contracting strategies.
- Manage pricing contracts, commercial systems, rebates, and related governance processes.
- Support or lead negotiations with payers, hospitals, and contracting authorities.
- Coordinate tender submissions, documentation, renewals, and commercial agreements.
- Assess the impact of pricing decisions on access, market share, and financial outcomes.
- Partner with Market Access, HEOR, Commercial, Finance, and launch teams.
- Monitor competitor pricing and respond to customer and payer enquiries.

Requirements

- A degree in business, economics, life sciences, or a related field.
- Experience in pharmaceutical pricing, contracting, market access, or commercial operations.
- Hands-on experience with pricing models, business cases, tenders, rebates, or payer systems.
- Strong analytical, forecasting, financial interpretation, and process-management skills.
- Ability to influence across functions and manage complex stakeholder relationships.
- A customer-focused, solutions-oriented mindset with high accountability and strong compliance standards.

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
General Management
Место
Филиппины
Сайт
Makati City
Company / Legal Entity
PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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