

# Pricing Manager

Job ID  
REQ-10025123  
Oct 16, 2024  
Ireland

## About the Role

### Key Responsibilities:

- Analyzes the regulatory/competitive price and pricing strategy of competitors for Novartis portfolio. Conducts detailed market research and analysis in areas such as demand, competition, and price elasticity to build the case for pricing recommendations within the TAs
- Budget & strat plan pricing input in collaboration with BPA & Commercial
- Price PRO data integrity and maintenance
- Annual IPHA rebate exercise/analysis
- Annual Ex-F Alignment exercise
- Internal pricing expert offering advice to LT and CFT as required on external pricing environment
- Events Calendar management and owner
- Present to LT on quarterly basis our price evolution and status vs. approval
- Rebate and discount management
- Support in maintaining profit margins
- Prepare pricing application forms as required from HEOR/Access team for HSE
- IPHA agreement expert

### Essential Requirements:

- Understanding of National Health Care, regulatory environment of drug.
- Experience with Irish pharma pricing landscape and regulations
- Proven ability to understand and clearly communicate scientific
- Strong negotiation and analytical skills
- P&R and Listing processes
- economic topics

### Skills:

- Agility
- Analytical Skill/Thinking
- Cross-Functional Collaboration
- Customer-Centric Mindset
- Finance
- Healthcare Sector Understanding
- IPHA agreement expert

- Process Management
- Project Management

Languages :

- English

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

## Role Requirements

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

CTS

Location

Ireland

Site

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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