NOVARTIS

Global Clinical Operations Pricing & Resource, Associate Director

Job ID
REQ-10042069
Mar 13, 2025
Irlanda

Resumen

LOCATION: Dublin Ireland, London UK, Hyderabad India
ROLE TYPE: Hybrid, #LI-Hybrid

The Global Clinical Operations (GCO) Pricing and Resource Associate Director is accountable for providing each assigned GCO sub team with accurate, fully-loaded internal and external budgets aligned with the Operational Execution Plan (OEP) requirements as well as Novartis internal financial milestones (e.g., Innovation Medicines Boards (IMB), Investment Committee (IS) etc.), with the ability to translate clinical concepts into cost and FTE demand drivers and lifetime Trial cost and resource demand predictions.
They will also provide accurate, activity-based algorithmic management for assigned GCO product delivery roles (e.g., Clinical Research Associates, Study Start Up Leads, Trial Leads etc.).

About the Role

Key Responsibilities:

Accountable to the GCO Sub Teams, CTTs and associated programs to deliver high-quality trial forecasting including fully loaded early trial pricing costing (internal FTE demand and external costs) as well as trial costing scenario planning (e.g., modelling of timelines, mitigations, and back-up strategies). Being an SME for internal demand planning based on centralized activity-based algorithms. Accountable to deliver the products to support decision making within the GCO Sub-team, CTT and associated programs based on the potential need for the following (but not limited to):

- Leads and oversees the alignment with Novartis-wide financial cycles and Governance boards (e.g., Operational Excellence Board, Innovative Medicines Board, Investment Committee, etc…).
- Executes enhanced “fast track” Early Trial pricing support - delivered quickly, with minimal information but with agility and confidentially to support the Clinical Operations Program Head (COPH) in Business Development and Licensing (BD&L) deal assessments.
- Creates early strategic forecasts for pre-IMB discussions on trial and full program level, including trial scenarios as required.
- Provides granular comparisons of fully loaded (external costs and internal FTE demand) final WP pricing in consideration of material design changes during protocol development.
- Identify and provide potential risks and opportunities based on existing portfolio information and benchmark to allow robust and accurate early forecasts.
- Identify early productivity savings and cost avoidance (e.g., trial complexity, synergies, footprint, and performance).

- Utilizes global, regional, and country-level pricing information from data warehouses and analytical platforms to drive intelligent, cost-effective trial pricing decisions.
- Has good understanding of and oversees strategic ambitions of the GCO sub-team / CTT and the Operational Execution Plan throughout the program and associated trial delivery milestones.

Key performance Indicators:
Per assigned programs and associated trials, GCO Sub Teams / CTTs and Operational Execution Plans:

- Accurate delivery of fully loaded early budget Work Package (WP) pricing including scenario modelling and options for GCO Sub Team / IMB considerations.
- Variance between forecasted pricing and program/trial costs (i.e., Net Price Accuracy until Final Protocol +/- 5%)
- Ensuring best ratio between cost efficiency vs. operational and scientific requirements. Provide granular comparisons of fully loaded final WP pricing in considerations of potential tollgates and material protocol amendments.
- Ensure fully loaded final budget WP pricing is materially reflective of the early budget scenarios selected by IMB. Extensive collaboration and effective partnerships with the respective GCO Strategy & Operations (S&O) and functional S&O heads.

Essential Requirements:
Work Experience:

- Clinical Trial Management.
- Critical Negotiations.
- Financial Management including Budget Management
- Collaborating across boundaries.
- Operations Management and Execution.

Skills:

- Clinical Trials.
- Science background.
- Process Improvement.
- Project Management / Project Planning.
- Vendor Management.

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
You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.

Commitment to Diversity and Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Join our Novartis Network:
If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about

Novartis and our career opportunities, join the Novartis Network here: https://talentnetwork.novartis.com/network

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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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

División
Development
Business Unit
Innovative Medicines
Ubicación
Irlanda
Sitio
Dublin (NOCC)
Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd
Alternative Location 1
Hyderabad (Office), India
Alternative Location 2
London (The Westworks), Reino Unido
Functional Area
Research & Development
Job Type
Full time
Employment Type
Regular
Shift Work
No
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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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