

# Pricing Lead

Job ID  
REQ-10042356  
Feb 26, 2025  
Portugal

## Resumen

Assess pricing opportunities/threats and forecast future list prices for budget and strategic planning.

Execute annual price revisions and act as the operational pricing point of contact with the Health Authorities, namely INFARMED and SPMS.

Provide analysis and reports on performance, market and competitive intelligence, on time and accurately, to support the business, especially commercial teams on hospital contract executions.

## About the Role

### Major Accountabilities

- Support the development of the White Book, contributing actively to commercial proposals for contract hospitals.
- Guarantee optimal communications and process coordination with internal stakeholder for contracts internal approvals.
- Support the submission of business case proposals for price approval requests.
- Supports internal pricing processes, including budget and strategic planning based on IRP rules, LOE assumptions/ price guidance for region and pricing strategy/assumptions aligned with Access Manager.
- Ensure that local procedures and internal controls are in place for approving List prices, Ex-factory and Net prices for the Novartis IM products, including necessary procedures to obtain local internal endorsement for prices (new and in-market products), tendering, contracts (e.g., hospitals and SPMS) and other Innovative Pricing Agreements.
- Ensure that local procedures and internal controls are in place for internal pricing processes, tendering and contracts.
- Contribute to discussions on LOE strategies from the point of view of pricing.
- Ensure all relevant pricing tools (e.g., PricePro) and systems (e.g., SAP) are updated.
- Develop and maintain expertise on local decision-making processes & uses this expertise to support the Value & Access team.
- Develop reports and updated on performance, market and competitive intelligence.
- Interact with others in a positive and constructive way, being open to diversity and aligned with corporate guidelines, in order to guarantee Novartis has a working environment free from all forms of discrimination and harassment as well as contributing to a positive and inclusive working environment.
- Work within Integrity and Compliance policies and ensure those around him/her do the same, complying with job Excellence Standards to contribute to the alignment with Novartis Global procedures and objectives.

### Additional Specifications

## Key Performance Indicators (KPIs)

- Quality and timeliness of tender submissions and internal contracts approval
- Contingency plan to minimize impact of IRP
- Readiness of Withe Book
- Timely reports and accurate analyses
- Accuracy of pricing assumptions

## Ideal Background

### Education & Qualifications

University Degree in Economics, Science or related discipline.

### Languages

- Local language
- Fluent in English

### Experiences and requirements

- Experience in the field of pharmaceutical pricing & tendering
- Knowledgeable and experience in contract procurement.
- At least 3 years of relevant experience, with focus in analytics.

### Novartis Competencies

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#### Business Mindset

Takes account of Novartis business imperatives and financial indicators when taking decisions, allocating resources, directing work and/or managing budgets.

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#### Healthcare Systems Thinking

Shapes the Healthcare System (HCS) by treating it as an interconnected whole rather than a collection of parts

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#### Stakeholder Engagement

Engages, influences, aligns and leads internal and/or external stakeholders

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#### Operational Excellence

Navigates processes and procedures to get things done while focusing on continuous improvement whenever possible

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## Technical / Functional Skills & Knowledge

- Strong analytical skills and work accuracy
- Business acumen
- Disruptive mindset
- Internal stakeholder management

**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?

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División

International

Business Unit

Innovative Medicines

Ubicación

Portugal

Sitio

Sintra

Company / Legal Entity

PT05 (FCRS = PT005) PT Pharma

Functional Area

Market Access

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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