# NOVARTIS

# Lead, Pricing & Public Policy

Job ID
REQ-10037562

1    28, 2025

Japan

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## About the Role

Major Accountabilities

·        Pricing-in development: input on pricing opportunities/risks and reflect to the development strategies to maximize product values for Novartis pipelines and lifecycle management

·        Lead cross-functional team, and lead the price negotiations with MHLW

·        Forecast price transitions of listed/pipeline products for budget and strategic planning

·        Develop contingency plan to minimize the impact of price down and maximize the premium

opportunities

· Ensure cross-functional/global alignment on pricing strategy/assumptions

· Contribute to discussions on in/out-licensing, LOE strategies by assuming expected price and access restrictions

· Participate at relevant professional and/or industry associations to gain external insights an input Novartis positions to the industry

· Access-related cross-functional project for 10-20% FTE

## Key Performance Indicators

· Securing best possible price and maximum access

· Accuracy and boldness of price assumptions on listings and price revisions

· Leading industry group opinions to improve healthcare systems

## Skills Desired

· A University level (bachelors) degree in relevant subject (graduate degree preferred)

· Extensive experience/knowledge in pricing, pharma business and healthcare system

· Excellent leadership, networking, and communication/negotiation skills (incl. English skills) to work effectively in a highly matrixed and multicultural environment

· Strong skills of problem-solving, strategy planning, and execution

· Goal oriented self-starter with out-of-box thinking & entrepreneurial spirit

· Willing to act decisively in an uncertain environment and mature under pressure

· Ability to influence across business units and senior management levels to drive change and achieve results

· Demonstrated track record of success in planning, managing, and embedding complex strategic initiative

## Skills

· Project management

· Collaboration with global team

- Business agility

- Teamwork

Language

- English (Business level)

**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

International

Business Unit
Innovative Medicines

Japan

Toranomon (NPKK Head Office)

Company /Legal Entity
JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area
Market Access


Job Type
Full time


Employment Type
Regular


Shift Work
No


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