

Executive Director Pricing & Contracting

Job ID
REQ-10077062

5月 04, 2026

United Kingdom

摘要

#LI-Hybrid

Location: London, UK

The Executive Director Pricing & Contracting (EDPC) will work on CRM portfolio and is a partner/subject matter expert who is a reliable and visible contact point for priority countries. The EDPC is expected to drive strategic initiatives which position International Pricing as a key collaborator through partnership with relevant functions (TA, S&G, Access, HEOR, Policy, Finance, etc.).

The EDPC will act as an advisor to other functions and senior management teams on specific pricing-related topics. Lead a team of pricing & contracting professionals, act as a role model by further strengthening the organizational culture, and by mentoring other talent within and outside of pricing. The EDPC will drive development of launch and in-market pricing strategies and contracting solutions for selected brands that enable access for our products in partnership with the TA teams, other partner functions and regions/key countries.

The position is reporting to the Head of Pricing.

About the Role

Key Responsibilities:

- Leads a Pricing & Contracting team with a disruptive mindset to tackle competitive environments and develop innovative pricing strategies and tactics to support regions/countries in delivering expected results. Provides effective and inspiring team leadership, actively works on career development, and focuses on retaining and attracting top talent
- Work effectively across functions and geographies with a focus on customer needs to achieve goals and ensure key stakeholder alignment.
- A thought partner/subject matter expert who is a reliable and visible contact point for priority countries to provide active, effective key country-level support.
- Interact regularly with priority countries. Facilitate operational pricing scenario analysis on local price and innovative contract proposals for consultation and decision-making. Share overall pricing approach and strategies, as necessary, with the US organization.
- Educate senior leadership on the pricing and reimbursement landscape developments of priority countries as appropriate. In partnership with Policy and Healthcare Systems leads, identify pricing policy barriers/opportunities and develop strategic and operational plans to address the pricing components of key policy issues (e.g., global price transparency, EU co-operation initiatives).
- Provide/withhold endorsement of price proposals consistent with international governance at launch and any list & net price changes post-launch for assigned countries. Monitor local pricing implementation. Oversee vendor/consulting/internal projects aimed at answering strategic pricing and business questions.

Executive Director Pricing & Contracting will partner with the TAs, HEOR, Access, Finance and other teams to:

- Develop, review, and execute pricing and innovative contracting strategies for key compounds/indications within assigned areas. Responsible for ensuring alignment with program and brand strategies to optimize brand value and market access.
- Collaborate on pricing research with other international functions, key countries/regions (as needed). Identify competitive trends, synthesize competitor price information (including biosimilars and generics), and trigger actions as required.
- Design and oversee international launch sequence optimization for assigned assets/indications. Coordinate with key countries and regions and other international functions to ensure pricing and access are optimized as impact is felt globally across markets.
- Develop and co-create models to optimize pricing and access and recommend adaptations where appropriate. Coordinates, as needed, input into the price assessment of early-stage products and due diligence projects to validate price, dosing, endpoint, and comparator selection from a price implementation and realization point of view.

Essential Requirements:

- At least 7 years of relevant senior level experience at pharmaceutical companies, HTA or health care consultancy companies; pricing, access and commercial experience across multiple brands and multiple therapeutic areas.
- Excellent analytical skills and ability to extract and quickly process key information, summarize key needs, and provide targeted and appropriate insights and recommendations.
- Previous team management experience.
- Strategic thinker with strong business and finance acumen.
- Recent experience in above country (regional or global) role preferred.
- Experience or strong exposure to some of our priority markets (US, EU5, China, Japan) and preferably also to emerging key markets in LaCan and APMA.
- Track record of successfully working across functions (especially TAs, S&G, V&A, Finance).
- Experience in preparation and negotiating reimbursement and HTA submissions with payers in major markets.

Desirable Requirements:

- 10+ years of relevant senior level experience
- Advanced degree (e.g. PhD, Masters) in Math, Economics, Business Administration, Finance, Marketing, Health Policy, Health Economics, or related fields.

Benefits & Rewards:

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

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.

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 \(PDF 30 MB\)](#)

部门

International

Business Unit

General Management

地点

United Kingdom

站点

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```

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false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
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(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
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[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
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false, playlistEvents: false, castEvents: false } }; }

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kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }

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