

## Pricing & Access Contracting Manager

Job ID  
REQ-10077302

5月 05, 2026

Romania

### 摘要

#LI-Hybrid  
Location: Bucharest, Romania

To propose, support and implement the pricing strategy for Novartis Romania, supporting pricing, access and reimbursement strategies across therapeutic areas to ensure optimal patient access. The role partners with internal teams and external stakeholders to secure compliant price submissions, manage reimbursement processes and analyze pricing risks and opportunities in line with local legislation and Novartis policies

### About the Role

### Key responsibilities

- Develop and implement the local pricing and reimbursement strategy for the Novartis portfolio

in alignment with global pricing principles and Romanian legislation.

- Support pricing forecasts for new launches, including budget impact and price impact assessments for HTA submissions.
- Propose and manage pricing and reimbursement scenarios such as managed entry agreements, cost-volume and protocol agreements.
- Oversee and govern pricing activities across therapeutic areas, ensuring accurate submissions, updates and compliance with global and local SOPs.
- Prepare, submit and manage P&R and HTA dossiers, including regular price correction activities, to secure timely approvals.
- Monitor market dynamics, reference price changes and competitor pricing to identify risks and implement timely mitigation strategies.
- Provide pricing insights and assumptions for strategic planning, budgets and business cases, including clawback and economic impact.
- Collaborate cross-functionally with Value & Access, Medical, Finance, Legal and Compliance teams, and with cluster and global counterparts.
- Build and maintain strong relationships with key regulators, pricing and reimbursement authorities and relevant external stakeholders.
- Ensure compliance with ethics, compliance, quality and pharmacovigilance requirements in all pricing and reimbursement activities.

## Requirements

- University degree in life sciences, medicine, pharmacy, economics or related field, with training in health economics, pricing or market access; fluent in English; minimum 5 years of relevant pharma industry experience.
- Proven experience in pricing, market access or reimbursement roles within the pharmaceutical or healthcare sector.
- Strong understanding of pharmaceutical pricing and reimbursement processes, including HTA, budget impact and clawback mechanisms.
- Deep knowledge of the Romanian healthcare system, regulatory environment and pricing legislation.
- Ability to engage effectively with regulators and health authorities on pharma-economic topics.
- Strong analytical skills with the ability to assess risks, opportunities and economic impact.
- Excellent communication, stakeholder management and cross-functional collaboration skills.
- High integrity with demonstrated commitment to ethics, compliance and quality standards.

### Commitment to Diversity & Inclusion:

We are 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

Sales

地点

Romania

站点

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

```

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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
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(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"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
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: "1dgfvmafo"}); } catch (e) { console.error(e.message) }

```

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