

Executive Director, Pricing & Contracting

Job ID
REQ-10087895

九月 25, 2026

Switzerland

摘要

#LI-Hybrid

Location: Basel, Switzerland

Relocation Support: Yes

Are you ready to shape the future of pricing and market access for innovative medicines on a global scale?

As Executive Director Pricing & Contracting, you will play a pivotal leadership role within the Immunology portfolio, driving pricing and contracting strategies that maximize patient access and optimize the long-term value of Novartis assets. Reporting to the Head of Pricing, you will serve as a trusted advisor to senior leaders and a strategic partner to Therapeutic Areas, Access, Health Economics and Outcomes Research, Finance, Strategy & Growth, and key markets worldwide. Leading a high-performing team of pricing and contracting experts, you will develop innovative launch and in-market pricing strategies, influence critical business decisions, and strengthen Novartis' position in an increasingly complex global reimbursement landscape. This is a unique opportunity to

combine strategic leadership, market insight, and commercial acumen to help bring transformative medicines to patients around the world.

About the Role

Key Responsibilities:

- Lead and develop a high-performing Pricing & Contracting team while fostering innovation, talent growth, and organizational excellence.
- Develop and execute global pricing and contracting strategies that maximize access and long-term brand value.
- Serve as a trusted pricing advisor and strategic partner to priority countries and senior leadership teams.
- Partner across Therapeutic Areas, Access, Health Economics and Outcomes Research, Finance, and Strategy & Growth functions.
- Guide countries on pricing scenario analyses, innovative contracting approaches, and reimbursement strategies.
- Shape launch sequencing, pricing governance, and price implementation strategies across global markets.
- Monitor pricing policy developments, reimbursement trends, and market dynamics to identify risks and opportunities.
- Lead strategic pricing projects and generate actionable insights to support business-critical decisions.

Essential Requirements:

- 10+ years of senior-level experience in pharmaceutical companies, Health Technology Assessment agencies, healthcare consultancies, or related organizations.
- Extensive experience in pricing, market access, and commercial strategy across multiple brands and therapeutic areas.
- Strong above-country experience, including regional or global pricing and access responsibilities.
- Proven people leadership experience, including leading, developing, and retaining high-performing teams.
- Excellent analytical skills with the ability to synthesize complex information into actionable insights and recommendations.
- Strategic thinker with strong business acumen and financial understanding.
- Demonstrated success working across functions, including Therapeutic Areas, Value & Access, Strategy & Growth, and Finance teams.
- Experience preparing and negotiating reimbursement submissions, Health Technology Assessment engagements, and pricing strategies with payers in major markets, with proficient English both written and spoken.

Desirable Requirements:

- Advanced degree such as a Doctor of Philosophy, Master's degree, or equivalent qualification in Mathematics, Economics, Business Administration, Finance, Marketing, Health Policy,

Health Economics, or a related field.

- Experience within the Immunology therapeutic area.

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals.

If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to diversity.inclusionch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Benefits: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Expected Annual Base Salary Range for role:

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity & 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 \(PDF 30 MB\)](#)

Primary location salary range
CHF179,200.00 - CHF332,800.00

部门
International

Business Unit
General Management

地点
Switzerland

站点
Basel (City)

Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG

Functional Area
Market Access

Job Type
Full time

Employment Type

Regulär

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
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"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
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{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
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config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
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(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
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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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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