

# Pricing Manager

Job ID

390577BR

Abril 21, 2024

Australia

## About the Role

At Novartis, we are proud to have positively impacted the lives of 2.8 million people in Australia and New Zealand through our innovative medicines. Our market access team plays a crucial role in ensuring that patients have access to these life-changing therapies.

We are currently looking for an experienced Pricing Manager to join our team and contribute to our mission of bringing innovative therapies to patients. In this role, you will have the opportunity to work with cutting-edge treatments in immunology, oncology, haematology, gene therapy, and cardiovascular disease.

As a Pricing Manager, your expertise in pricing and reimbursement models will be invaluable. You will be responsible for developing financial estimates, including preparing PBAC submissions and managing pricing issues. Your contribution will be vital in supporting the local and international development and commercialization of our current and future products.

Joining our highly successful and dynamic market access team, you will be part of a group that is dedicated to delivering value to patients while ensuring quick access to our therapies in Australia. Your work will directly impact patient lives, helping them lead healthier and more productive lives.

If you are passionate about making a difference and have the necessary experience in pricing and reimbursement, we invite you to join our team and contribute to our mission of improving patient outcomes.

Your responsibilities include, but are not limited to:

- Work with the broader HE team to lead the development of Financial Estimates included in PBAC submissions in collaboration with Strategic Planning and Brand/DPT teams.
- Develop and manage the early development of financial estimates and identify data gaps and areas of financial uncertainty for all Novartis pipeline products.
- To assist in the preparation of additional related reimbursement applications (eg hospital and private health insurance formularies) as the need arises.
- Provide input for pricing strategy for all products across the product lifecycle.
- Provide submissions to global Pricing and Market Access to support business case in collaboration with the Integrated Brand team and marketing as required.
- Proactively seek competitor intelligence, track competitor/global pricing and provide analytical support to predict price changes.

- Help to facilitate the development of pricing systems and analytical tools, which ensure efficiency, product profitability and financial risk assessment.
- Provide assessment to leadership team of the impact of government pricing policies and the possible impact on Novartis.
- Guide Novartis input into industry-wide pricing policy and agreements.
- Maintain a positive relationship with the Department of Health.

## **Diversity & Inclusion / EEO**

*We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

## **Role Requirements**

What you will bring to the role:

- Undergraduate Qualifications in Economics, Science, Business or Politics.
- Ideally, post graduate studies in health economics, public policy, economics or MBA.
- Extensive experience in the pharmaceutical or healthcare industries.
- Proven ability to analyse complex issues and develop forecasting models, coupled with advanced excel skills.
- High degree of accuracy and organisational skills with attention to detail.
- Experience in the analysis and interpretation of data, including report writing, is essential.
- Ability to work collaboratively with a large group of stakeholders to achieve common goals.
- Ability to explain complicated pricing concepts to leadership and international audiences.

**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>

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