

Pricing and Commercial Portfolio Manager

Job ID

REQ-10078044

May 12, 2026

LOC_LT

About the Role

Major Accountabilities:

- Support local teams to develop innovative pricing & reimbursement models, adoption of global health-outcome models, preparation of P&R dossiers.
- Work with local Access teams to develop negotiation strategies to deliver high quality, impactful, product listing agreements.
- Provide the team with recurring analytics and clear interpretation of market Value & Access trends.
- Lead bi-annual price reviews and CPs, delivering analytics and evidence-based recommendations for market actions.
- Partner with Finance and take ownership of NFCM controls and SAP implementation activities.
- Own global price approval requests and governance, initiating sign-off workflows and preparing PRFs.
- Drive business case development with the local team: assess market performance, consolidate proposals, and manage key deliverables end-to-end.
- Manage price list updates (primarily Lithuania and Latvia) aligned with recurring IRP review cycles.
- Maintain reimbursement-condition mapping and respond to information requests from other countries.
- Execute data and price validation cycles and deliver price forecasts to support decision-making.
- Monitor pricing-related legislation and policy updates, assessing and communicating business impact.
- Analyze market data and insights, identify risks and opportunities, and recommend country-level actions across the Baltics.
- Deliver recurring analytics and market trend updates for the Commercial Portfolio.
- Prepare business cases, reports, and calculations for the Commercial Portfolio, consolidating proposals and managing key deliverables.
- Produce forecasts for the Commercial Portfolio and report product demand drivers and outlook.

Key Performance Indicators:

- Quality of collaboration across Novartis; feedback from the team and key stakeholders.
- On-time, high-quality delivery of agreed outputs and analytics in line with priorities and deadlines.
- Pricing performance versus agreed targets.
- Timeliness of reimbursement/access outcomes (cycle time).
- Effective management of relevant local systems and processes to deliver the pricing strategy and key project milestones, aligned with Novartis Values & Behaviors.

Values and Competencies / Skills:

- Demonstrated capability to build robust analytics, with sound local and regional knowledge of reimbursement pathways and commercial principles.
- Proven ability to manage pricing strategy complexity—from design to implementation—through effective stakeholder management.
- Strong project management skills with a track record of delivering on time and to quality.
- Able to work independently and within cross-functional teams (Commercial, Finance, Value & Access), influencing with authority.
- Strong results focus, with a commitment to continuous improvement and disciplined execution.
- Comfortable operating in fast-changing environments, with a proactive, solution-oriented mindset.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Other

Location

LOC_LT

Site

Lithuania

Company / Legal Entity

LTP2 (FCRS = LV001) SIA Baltics, Lithuanian

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Temporary (Fixed Term)

Shift Work

No

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