

Pricing & Access Contracting Manager

Job ID

REQ-10078035

May 13, 2026

LOC_TR

About the Role

Major accountabilities – Pricing

- Act as key contact person for all pricing processes and develop and manage the country pricing strategy in collaboration with Global Pricing team.
- Develops, implements, and maintains local pricing strategies in line with corporate objectives, global/regional guidance, and local regulations.
- Conducts pricing simulations, reference pricing analysis, and financial impact assessments to support decision-making.
- Leads price approval processes, ensuring timely submissions and compliance with Ministry of Health (MoH) and Social Security Institution (SSI) requirements.
- Monitors currency fluctuations, international reference pricing systems, and legislative changes to anticipate risks and opportunities.
- Provides pricing insights to brand teams and senior management to support portfolio optimization, profitability, and life-cycle management.
- Ensures accurate maintenance of internal pricing systems and processes, and drives local adherence to governance standards.

Major accountabilities – Market Access

- Develops and executes patient access strategies to secure timely reimbursement and listing of Novartis medicines.
- Leads preparation and submission of reimbursement dossiers, value propositions, and health economic evidence.
- Designs and negotiates innovative contracting models (e.g., risk-sharing, managed entry agreements, outcome-based contracts).
- Establishes and maintains strong relationships with MoH, SSI, HTA bodies, healthcare providers, and other relevant stakeholders to anticipate and influence access-related policy trends.
- Collaborates with cross-functional teams (medical, commercial, regulatory) and with regional/global access colleagues to ensure aligned and integrated launch readiness.
- Builds and aligns business cases with Region/Global teams to support local access strategy.
- Monitors and communicates competitor access activities, local health policy changes, and payer dynamics to the organization.

Key performance indicators

Pricing

- Net price versus targets and impact on revenue/margin
- Timeliness and accuracy of price submissions and approvals

- Accuracy of pricing assumptions prepared for budget planning
- Compliance with local regulations and internal governance standards
- Effectiveness of pricing processes and systems
- Contribution to portfolio optimization, profitability, and life-cycle management

Market Access

- Timeliness and success rate of reimbursement/listing outcomes
- Market availability and breadth of patient access
- Time to reimbursement/access compared with plan
- Quality of stakeholder engagement and policy influence
- Quality and alignment of business cases with Region/Global teams

Qualifications

- Strong understanding of the Turkish healthcare system, pharmaceutical pricing regulations, reimbursement processes and payer environment.
- Ability to develop pricing and market access strategies based on financial analysis, market insights and business priorities.
- Strong analytical skills with the ability to translate data into actionable recommendations.
- Excellent stakeholder management, negotiation and influencing skills.
- Strong market and competitive intelligence mindset.
- Collaborative team player with strong communication and cross-functional working skills.
- Solution-oriented, agile and proactive mindset in a dynamic environment.
- Fluency in Turkish and English.

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

Corporate & Division Services

Location

LOC_TR

Site

Istanbul Ataşehir

Company / Legal Entity

TR01 (FCRS = TR001) Novartis Sağlık, Gıda ve Tarım Ürünleri San. Ve Tic. A.Ş.

Functional Area

FCT_CM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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