

BSI Director, Pricing Analytics

Job ID

REQ-10076457

May 28, 2026

LOC_IN

About the Role

Pricing Analytics Strategy & Capability Ownership:

- Define and execute the Pricing Analytics strategy and roadmap aligned with International Pricing and Access priorities.
- Build and evolve advanced pricing analytics capabilities including IRP simulations, net price modeling, scenario analysis, predictive analysis and competitive intelligence.
- Own pricing analytics standards, methodologies, and quality across International–Regional–Local levels.

Strategic Pricing Decision Support:

- Deliver decision-grade analytics to support IPG development, launches, price changes, and exception cases.
- Act as a trusted analytics sparring partner to Global Pricing, TA Access, Finance, and senior leadership.

Platforms, Data & AI Enablement:

- Own and strengthen the pricing analytics backbone including PricePro-related analytics and external data sources.
- Lead AI-enabled pricing analytics use cases in collaboration with IV&A AI and DDIT teams.
- Ensure data integrity, governance, and audit-ready records and analytics.

Organizational Leadership & Ways of Working:

- Lead and develop a high-performing Pricing Analytics team in the GCC.
- Takes ownership for development of new analytical reports to foster competitive insights and development of meaningful dashboards to improve IPGs and business cases
- Define clear interfaces with Pricing Operations, TA Access, HEOR/PCO, and Finance.
- Drive continuous improvement and transition from descriptive to predictive analytics.

Requirements:

- Post-graduate degree (Masters or PhD) in relevant discipline (including health economics, epidemiology, health services research, public health, or business management)
- 10+ years experience in Pricing, Market Access, Analytics, or Strategy in pharma/healthcare.
- Proven leadership in building analytics teams or Centers of Excellence and ensuring high quality and audit-proven output.
- International Experience
- Proven Leadership in implementation of AI supported Analytics
- Strong exposure to global pricing frameworks, IPG development, and IRP.
- Experience applying advanced analytics, automation, and AI.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect the patients and communities we serve.

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

General Management

Location

LOC_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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