

Pricing Manager

Job ID

REQ-10085297

Aug 05, 2026

LOC_MX

About the Role

Responsibilities:

- Lead development and review of list price, maximum public price, net price, gross-to-net simulations and sensitivity analyses for all pricing business cases.
- Analyze contracting proposals and develop models, alternative scenarios and negotiation strategies for private and public and channels.
- Assess P&L impact of pricing decisions, including net sales, margin, discounts, rebates, payment terms, channel mix, FX, inflation and volume assumptions.
- Support in PMPRB pre-assessments and lead Mexico launch pricing assessments for pipeline products, considering local market dynamics, public and private access, competitor benchmarks, affordability, and long-term price sustainability.
- Ensure accuracy and compliance of PMPs (Max Public Price).
- Support contract and invoicing reviews to ensure alignment between approved prices, contract terms, discounts, rebates and actual billing.
- Develop differentiated pricing strategies for private and public markets to maximize access, profitability and portfolio value.
- Build pricing scenarios for public procurement processes, including tenders, consolidated purchases, direct awards, institutional negotiations and framework agreements.
- Define and maintain price corridors, net price floors, approval thresholds and exception governance by product, channel, customer and therapeutic area.
- Partner with Market Access, Government Affairs, Regulatory, Legal, Finance, Supply Chain, Commercial and Therapeutic Areas to align pricing strategy with access, compliance and business objectives.
- Own the monthly Pricing Book and ensure pricing data integrity across systems, contracts, invoices and reporting tools.
- Lead pricing governance and system accountability, ensuring appropriate controls, documentation, audit readiness and continuous process improvement.
- Develop tools, dashboards and analytical capabilities to improve efficiency, decision quality and transparency within the pricing and access contracting function.

Requirements:

- Bachelor's degree in Finance, Economics, Business Administration, Pharmacy, Engineering, or related fields.
- MBA, Master's in Health Economics, Finance, Market Access, or Business Analytics preferred.
- Advanced financial modeling and data analytics training is a strong advantage.
- 8+ years of experience in Pricing, Market Access, Commercial Excellence, Revenue Management, Finance, Contracting, or Strategic Planning within the pharmaceutical industry.
- Proven experience managing pricing strategies across public and private healthcare channels.
- Strong understanding of Mexican healthcare and pharmaceutical pricing environment, including Institutional negotiations (IMSS, ISSSTE, INSABI/IMSS-Bienestar, state institutions) and Private market contracting
- Experience supporting product launches and lifecycle pricing decisions.
- Exposure to international reference pricing and pricing governance frameworks preferred.

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

Sales

Location

LOC_MX

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

FCT_MA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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