NOVARTIS

Pricing & Access Contracting Head

Job ID
REQ-10078361
Jun 22, 2026
LOC_ES

About the Role

Key Responsibilities

1. Pricing & Value Strategy

- Define pricing and value strategies for launches and in-market products, aligned with access and sustainability objectives.
- Lead preparation for price negotiations (CIPM), integrating clinical, economic and value evidence.
- Assess the impact of pricing decisions on access, market share and healthcare system sustainability.
- Contribute to strategic positioning versus competitors in key markets.
- Translate customer and market insights into actionable strategic decisions.

2. Institutional Engagement

- Manage interactions with key payers, providing strong economic and clinical rationale.
- Anticipate and respond to regulatory requirements related to pricing and economic models.
- Act as an internal reference for the regulatory environment (CIPM, reimbursement, pricing confidentiality, etc.).

3. Lifecycle Pricing Management

- Manage pricing across the product lifecycle, including:
  - Launches
  - Price revisions
  - Discounts and agreements
  - Impact of loss of exclusivity (LoE)
- Ensure alignment between pricing, forecasting and commercial strategy.
- Ensure effective governance and implementation of pricing changes.

4. Contracting, Access & Tendering

- Design and implement payer agreement strategies (e.g. risk-sharing, expenditure caps).
- Lead commercial policy through innovative agreements and tenders in hospitals and key accounts.
- Oversee operational execution of contracts:
  - Negotiation
  - Tracking
  - Renewals
    Supported by appropriate systems and tools.

5. International Pricing & Governance

- Adapt International Pricing Guidance to the Spanish context.
- Ensure alignment between local decisions and global frameworks.
- Coordinate with international teams on:
  - Price setting
  - External reference pricing impact
- Ensure compliance with pricing systems and processes (e.g. Price Pro, reporting, audits).

6. Cross-functional Leadership

- Lead a pricing and/or contracting team.
- Act as a strategic partner to:
  - Market Access Strategy
  - HEOR
  - Commercial / Therapeutic Areas
  - Finance
- Drive a culture of impact and performance.

Profile Requirements

Experience

- 8–10 years' experience in Market Access, Pricing, HEOR or related areas within the pharmaceutical industry or strategic consulting
- Proven experience leading and developing teams
- Demonstrated experience in:
  - Pricing strategy development and market analysis
  - Preparation and support of pricing dossiers, business cases or access materials
  - Project management in complex, regulated environments
- Experience supporting or collaborating in:
  - Pricing and reimbursement processes
  - Direct interactions with payers and health authorities
- Exposure to global environments and international pricing/access teams is a plus
- Experience in complex environments and innovative products (oncology, specialty care, etc.)

Key Competencies

- Strategic thinking with strong focus on business impact
- High-level negotiation skills in institutional settings
- Ability to integrate clinical, economic and commercial evidence
- Strong cross-functional leadership without direct authority
- Clear, executive and decision-oriented communication

Technical Background

- Degree in health economics, pharmacy, medicine or similar
- Strong asset: experience in economic modelling / budget impact analysis
- Fluent English

Role Requirements

Primary location salary range
€80,600.00 - €149,600.00
Division
DIV_IM
Business Unit
General Management
Location
LOC_ES
Site
Barcelona Gran Vía
Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.
Alternative Location 1
LOC_ES

Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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