NOVARTIS

Pricing & Access Contracting Head

Job ID
REQ-10078361
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Испания

Сводка

The Head of Value & Pricing Spain leads the definition and execution of pricing, value and contracting strategies across the Novartis portfolio in Spain, ensuring an optimal value positioning with payers and authorities, and maximising patient access throughout the product lifecycle.
This role is critical in engaging with the Ministry of Health, regional authorities and key stakeholders, translating clinical and economic evidence into sustainable pricing, access and agreement decisions.

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

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)

Primary location salary range
€80,600.00 - €149,600.00
Дивизион
International
Business Unit
General Management
Место
Испания
Сайт
Barcelona Gran Vía
Company / Legal Entity
ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.
Alternative Location 1
Madrid Delegación, Испания
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

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