

BSI Director, Pricing Analytics

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REQ-10076457
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Сводка

BSI Director, Pricing Analytics
#LI-Hybrid

Location : Hyderabad

The BSI Director, Pricing Analytics is responsible for leading and scaling advanced pricing analytics capabilities within the Global Capability Center to enable data-driven, compliant, and forward-looking pricing decisions across the product lifecycle. The role owns the pricing analytics backbone (data, models, tools, AI use cases) supporting International, Regional, and Country Pricing teams, and acts as a strategic thought partner to Global Pricing leadership by translating complex pricing questions into actionable insights, scenarios, and recommendations.

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 meaning full 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.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
General Management
Место

Индия
Сайт
Hyderabad (Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Market Access
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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