

Pricing & Access Contracting Manager

Job ID
REQ-10078035
май 13, 2026
Турция

Сводка

- **Pricing:** Leads the development and execution of pricing strategies at country level to ensure sustainable, compliant, and competitive prices aligned with business objectives and local regulations. Acts as the key contact for all pricing processes, collaborating with Global Pricing and regional teams to ensure alignment. Responsible for monitoring pricing environment, managing approvals, and providing strategic insights to optimize portfolio value, profitability, and life-cycle management.
- **Market Access:** Leads the development and implementation of patient access strategies to secure timely reimbursement and broad market availability of Novartis medicines. Monitors policy developments and payer dynamics, providing insights to anticipate and influence changes to achieve optimal patient access.

About the Role

Major accountabilities – Pricing

- Act as key contact person for all pricing processes and develop and manage the country pricing strategy in collaboration with Global Pricing team.
- Develops, implements, and maintains local pricing strategies in line with corporate objectives, global/regional guidance, and local regulations.
- Conducts pricing simulations, reference pricing analysis, and financial impact assessments to support decision-making.
- Leads price approval processes, ensuring timely submissions and compliance with Ministry of Health (MoH) and Social Security Institution (SSI) requirements.
- Monitors currency fluctuations, international reference pricing systems, and legislative changes to anticipate risks and opportunities.
- Provides pricing insights to brand teams and senior management to support portfolio optimization, profitability, and life-cycle management.
- Ensures accurate maintenance of internal pricing systems and processes, and drives local adherence to governance standards.

Major accountabilities – Market Access

- Develops and executes patient access strategies to secure timely reimbursement and listing of Novartis medicines.
- Leads preparation and submission of reimbursement dossiers, value propositions, and health economic evidence.
- Designs and negotiates innovative contracting models (e.g., risk-sharing, managed entry agreements, outcome-based contracts).
- Establishes and maintains strong relationships with MoH, SSI, HTA bodies, healthcare providers, and other relevant stakeholders to anticipate and influence access-related policy trends.
- Collaborates with cross-functional teams (medical, commercial, regulatory) and with regional/global access colleagues to ensure aligned and integrated launch readiness.
- Builds and aligns business cases with Region/Global teams to support local access strategy.
- Monitors and communicates competitor access activities, local health policy changes, and payer dynamics to the organization.

Key performance indicators

Pricing

- Net price versus targets and impact on revenue/margin
- Timeliness and accuracy of price submissions and approvals
- Accuracy of pricing assumptions prepared for budget planning
- Compliance with local regulations and internal governance standards
- Effectiveness of pricing processes and systems
- Contribution to portfolio optimization, profitability, and life-cycle management

Market Access

- Timeliness and success rate of reimbursement/listing outcomes
- Market availability and breadth of patient access
- Time to reimbursement/access compared with plan
- Quality of stakeholder engagement and policy influence
- Quality and alignment of business cases with Region/Global teams

Qualifications

- Strong understanding of the Turkish healthcare system, pharmaceutical pricing regulations, reimbursement processes and payer environment.
- Ability to develop pricing and market access strategies based on financial analysis, market insights and business priorities.
- Strong analytical skills with the ability to translate data into actionable recommendations.
- Excellent stakeholder management, negotiation and influencing skills.
- Strong market and competitive intelligence mindset.
- Collaborative team player with strong communication and cross-functional working skills.
- Solution-oriented, agile and proactive mindset in a dynamic environment.
- Fluency in Turkish and 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>

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[Read our handbook \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Corporate & Division Services
Место
Турция
Сайт
Istanbul Ataşehir
Company / Legal Entity
TR01 (FCRS = TR001) Novartis Sağlık, Gıda ve Tarım Ürünleri San. Ve Tic. A.Ş.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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