

Associate Director of Pricing

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Company: Novartis Farmacéutica

Location: Perth

Category: other-general

Novartis, a renowned global pharmaceutical and healthcare company, is dedicated to enhancing patients' lives and making a lasting impact on global health. With a remarkable history spanning over 250 years, Novartis has emerged as an industry leader, blending cutting-edge medical science with innovative technology to develop and deliver life-changing medicines and healthcare solutions. As Novartis undergoes an evolution fuelled by a robust pipeline of breakthrough medicines, we are excited to introduce the newly created role of Associate Director of Pricing within our Value and Access function. In this critical position, you will play a pivotal role in supporting the day-to-day operational aspects of pricing the Novartis Portfolio. Your responsibilities will encompass strategy development, operational implementation, and functional leadership. As the Associate Director Pricing, you will have the opportunity to make a significant impact on Novartis Australia's growth and pricing objectives. Your responsibilities will include:

- Overseeing and guiding optimal pricing for our innovations at the federal, state, and local account levels.
- Shaping lifecycle pricing strategies to optimize Novartis Australia's growth, including pipeline assessment support, submission strategy, and lifecycle management.
- Engaging both internally and externally to support Novartis Australia in achieving its pricing objectives, including internal pricing strategy and approvals, engagement with Medicines Australia, and negotiations with the Department of Health.
- Managing the operational aspects of pricing-related activities, such as reimbursement, deed/pricing negotiations, state and local contract levels, competitor assessment, and price

disclosure impacts.

- Providing line management and personal development for the pricing team, including pricing managers and associate pricing managers.
- Acting as a senior cross-functional liaison with key internal stakeholders, including medical, regulatory, public affairs, patient engagement, communications, and commercial teams.
- Overseeing and designing custom-made projects that advance Novartis Australia's pricing goals.

Diversity & Inclusion / EEOWe are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Role RequirementsTo excel in this role, we are seeking candidates who meet the following criteria:

- Approximately 10 years of experience within the Market Access environment, specifically in pricing within Australia.
 - Experience in pricing pharmaceutical products at various stages of their lifecycle, understanding the legislative implications and developing associated strategies.
 - Influential leadership skills, with the ability to engage, develop, and lead high-performing teams.
 - Strategic leadership capabilities, including the ability to distill complexity into a clear path forward and communicate a compelling value story based on strategy.
 - The capacity to navigate ambiguity, maintaining ambition and drive to achieve results in an environment where the path may be unclear.
 - An innovative and courageous mindset, enabling the development of solutions that address customer and patient needs, ultimately resulting in access solutions.
 - Demonstrated experience in successfully leading, coaching, and developing associates and teams.
 - Proven ability to lead within a cross-functional environment, overseeing numerous functions in the execution of strategic projects.
- Join our team and play a vital role in driving pricing strategies for success. Apply now for the position of Associate Director Pricing and be part of our mission to deliver value and access to our innovative products.

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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