

## **Manager, Public Policy & Pricing ,Pharmaceutical Business Unit " >**

Job ID

324610BR

Oct 05, 2021

Japan

### **Job Description**

This role is to develop and execute the strategy to maximize the value of Novartis innovative products by securing best possible pricing.

Your responsibilities:

- Develop pricing strategy for Novartis Pharma Business Unit products
- Develop the pricing/reimbursement submission dossier and lead the pricing and reimbursement negotiations with MHLW
- Assess pricing opportunities/threats and forecast future NHI prices of listed products for budget and strategic planning
- Develop contingency plan to minimize the impact of re-pricing
- Ensure cross functional/global alignment on pricing strategy/assumptions
- Contribute to discussions on in/out-licensing, LOE strategies from the point of view of pricing and access
- Participate at relevant professional and/or industry associations to gain external insight
- Bring market insight into pipeline products throughout the development stage
- Lead internal education in terms of pricing and healthcare system to the other functions

Key Performance Indicators

- Achievements of securing best possible pricing
- Accuracy of pricing assumptions

### **Minimum Requirements**

What you'll bring to the role:

- A University level (bachelors) degree in relevant subject (graduate degree preferred)
- Extensive experience/knowledge in pricing, pharma business and healthcare system
- Excellent leadership, networking, and communication/negotiation skills (incl. English skills) to work effectively in a highly matrixed and multicultural environment
- Strong skills of problem-solving, strategy planning, and execution
- Goal oriented self-starter with out-of-box thinking & entrepreneurial spirit
- Willing to act decisively in an uncertain environment and mature under pressure
- Ability to influence across business units and senior management levels to drive change and achieve results
- Demonstrated track record of success in planning, managing and embedding complex strategic initiatives

Languages:

- Japanese :Fluent
- English: Business level

750 million. That's how many lives our products touch. And while we're proud of that fact, in this world of digital and technological transformation, we must also ask ourselves this: how can we continue to improve and extend even more people's lives?

We believe the answers are found when curious, courageous and collaborative people like you are brought together in an inspiring environment. Where you're given opportunities to explore the power of digital and data. Where you're empowered to risk failure by taking smart risks, and where you're surrounded by people who share your determination to tackle the world's toughest medical challenges.

We are Novartis. Join us and help us reimagine medicine

Novartis are an equal opportunities employer and welcome applications from all suitably qualified persons

Division

PHARMA

Business Unit

Japan

Location

Japan

Site

Tokyo

Company / Legal Entity

Novartis Pharma K.K.

Functional Area

Market Access

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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