

Pricing and Access Contracting Manager

Job ID
REQ-10087458
Oct 02, 2026
LOC_PH

About the Role

Major accountabilities:

- Develop pricing submissions, business cases, forecasts, and scenario analyses.
- Translate market dynamics and payer insights into pricing and contracting strategies.
- Manage pricing contracts, commercial systems, rebates, and related governance processes.
- Support or lead negotiations with payers, hospitals, and contracting authorities.
- Coordinate tender submissions, documentation, renewals, and commercial agreements.
- Assess the impact of pricing decisions on access, market share, and financial outcomes.
- Partner with Market Access, HEOR, Commercial, Finance, and launch teams.
- Monitor competitor pricing and respond to customer and payer enquiries.

Requirements

- A degree in business, economics, life sciences, or a related field.
- Experience in pharmaceutical pricing, contracting, market access, or commercial operations.
- Hands-on experience with pricing models, business cases, tenders, rebates, or payer systems.
- Strong analytical, forecasting, financial interpretation, and process-management skills.
- Ability to influence across functions and manage complex stakeholder relationships.
- A customer-focused, solutions-oriented mindset with high accountability and strong compliance standards.

Role Requirements

Division
DIV_IM
Business Unit
General Management
Location
LOC_PH
Site
Makati City
Company / Legal Entity
PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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