

# Lead, Pricing & Public Policy

Job ID  
REQ-10037562  
Jan 28, 2025  
Japan

## Summary

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## About the Role

### Major Accountabilities

- Pricing-in development: input on pricing opportunities/risks and reflect to the development strategies to maximize product values for Novartis pipelines and lifecycle management
- Lead cross-functional team, and lead the price negotiations with MHLW
- Forecast price transitions of listed/pipeline products for budget and strategic planning
- Develop contingency plan to minimize the impact of price down and maximize the premium opportunities
- Ensure cross-functional/global alignment on pricing strategy/assumptions
- Contribute to discussions on in/out-licensing, LOE strategies by assuming expected price and access restrictions
- Participate at relevant professional and/or industry associations to gain external insights and input Novartis positions to the industry
- Access-related cross-functional project for 10-20% FTE

### Key Performance Indicators

- Securing best possible price and maximum access
- Accuracy and boldness of price assumptions on listings and price revisions
- Leading industry group opinions to improve healthcare systems

### Skills Desired

- 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 initiative

#### Skills

- Project management
- Collaboration with global team
- Business agility
- Teamwork

#### Language

- English (Business level)

**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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**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Universal Hierarchy Node

Location

Japan

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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