

Manager Global Pricing

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Company: Sanofi

Location: Hyderabad City Taluka

Category: other-general

Job title: Manager – Global Pricing

Hiring Manager: Team Lead/Group Lead/Head

Location: Hyderabad

% of travel expected: Travel required as per business need

Job type: Permanent and Full time

About the job

Our Team:

Sanofi Global Hub (SGH) is an internal Sanofi resource organization based in India and is setup to centralize processes and activities to support Specialty Care, Vaccines, General Medicines, CHC, CMO, and R&D, Data & Digital functions. SGH strives to be a strategic and functional partner for tactical deliveries to Medical, HEVA, and Commercial organizations in Sanofi, Globally.

Main responsibilities:

The overall purpose and main responsibilities are listed below:

Manage assigned projects/activities in the assigned portfolio to support global pricing processes in partnership with global and country pricing and market access team across GBUs (Vaccines, Specialty care, GenMed).

People:

Work closely with leadership team to develop a strong team of global pricing and market access professionals

Maintain effective partnership with end stakeholders across GBUs and products with and end objective to develop appropriate pricing strategies for internal decision making

Coach and mentor team new team members

Consistently assist the team members in developing new knowledge and sharing expertise

Performance:

Support price change decision making process:

Supports in assessing Countries price requests and interacting with affiliates with the aim of getting good understanding of local List & Net Price setting rules

Depending on the complexity of each Price Change Request and following the Price Request Workplan, he/she will fill predefined templates to ease final decision

Contributes to informed decision-making, assessing, with a WW perspective, new prices impact on both patient access and profitability

Helps the pricing team in their continuous efforts in data integration and acceleration of the pricing digital transformation

Tracker generation for different GBUs (Vaccines, Specialty care, GenMed)

Ensures the production of periodic strategic trackers (Monthly) to the different GBUs that have subscribed to this offer. These trackers describe the market access landscape (like competitive HTA landscape, Pricing trends) and provide, where possible, a projection into the future

Collects and assembles internal and external sources together

Structures the SOP for each tracker

Pro-actively works on automation and simplification

Proposes standardization improvements to align countries and suggest ways of improving tracker content

Works closely with the Pricing Leads and GBUs to gather feedback and suggest improvements

External pricing communication

Is accountable to deliver Price Certificates for all countries following the rules validated with Pricing Lead and countries. This may require cross verifications between internal sources and external sources (NAVLIN)

Is accountable to maintain the SOPs for each country

Pro-actively works to automate and simplify

Proposes standardization improvements to align countries and suggest ways to improve the tracker

Works closely with the Pricing Leads and GBUs to collect feedback and suggest improvements

Data stewardship activities

Is accountable to run monthly GPS & GPA routines to guarantee price/event/reimbursement accuracy and freshness

Is accountable to follow-up data issues in the “Data issue tracker tool”

Work with countries and Pricing lead to simplify, standardize, and automate data quality checks in order to simplify data verification activities and data integrity

Analyses Root cause of data issue and proposes new processes

Work with Global Pricing LT team to define Data integrity KPIs and Data issue tracker KPIs

Process:

Accountable to develop process maps, templates to meet requirements and deliverables of SBU across portfolio

Support delivery of projects in terms of resourcing, quality, timeliness, efficiency, and high technical standards

Ensure creating and developing tools, technology, and process to constantly improve quality and productivity

Conduct training programs to develop subject matter expertise in the team

Stay up-to date with industry trends, emerging methodologies and best practices to global pricing and discuss with global stakeholders to internalize it

Create insightful reports that translate the outputs of analysis of relevant data on the pricing and reimbursement strategy of Sanofi and relevant competitor products into impactful business recommendations

Identify unmet needs in the disease area, create pricing corridor, inputs for pricing strategies and sequential launching, market scan, competitive landscape, pricing scenarios

Stakeholder:

Collaborate with global pricing leads, global pricing system and analytics team, countries market access and pricing teams and Franchises/GBUs global market access teams

Collaborate closely with Global Pricing and Market Access colleagues, countries and global functions to achieve the objectives

Work in collaboration with multiple stakeholders to achieve successful market access of

product (clinical, health economic and outcome research team, brand management, commercialization, CI, Insights and forecasting team)

Collaborate with teams around the globe to continuously improve processes, build tools, and share best practice for pricing

Understand the global stakeholder needs, prioritize and manage the day-to-day tasks accordingly

About you

Education: Advanced degree in life sciences/ pharmacy/ similar discipline or medical degree with strong background in pharmaceutical pricing, market access and reimbursement strategies. Candidates with dual background of science and business management with Health Economist/ Market Access / Pharmaceutical management or Health policy specialty will be preferred

Technical expertise & specific knowledge: 6+ years' experience in Pharma, ideally in a Pricing and/or Market Access function. Experience with an understanding of reimbursement systems, international pricing rules and major pricing systems and their evolution. Strong knowledge of global pricing and reimbursement methodologies

Data skills: Ability to cross data sources together. Some knowledge of Microsoft PowerBI or QlikSense is a plus

Microsoft Office: Expert in PowerPoint and in Excel (Pivot table, formula...)

Behavioural competencies: Strong customer service knowledge and orientation, Autonomy, Teamwork-focuses with strong transversal coordination and communication skills

Professional competencies: Strong analytical skills. Ability to prioritize emergencies with the capability to meet deliverables in time and quality while working under pressure. Ability to be agile in a matrix organization

Languages: Excellent knowledge of English language (spoken and written)

Pursue progress, discover extraordinary

Better is out there. Better medications, better outcomes, better science. But progress doesn't happen without people – people from different backgrounds, in different locations, doing different roles, all united by one thing: a desire to make miracles happen. So, let's be those people

At Sanofi, we provide equal opportunities to all regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, or gender identity

Watch our

ALL IN video

and check out our Diversity Equity and Inclusion actions at

[sanofi.com](https://www.sanofi.com)

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