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# Example of Strategic Pricing Job Description

Our innovative and growing company is looking to fill the role of strategic pricing. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic pricing

* Demonstrate mastery of Bb’s internal financial and operational data sources across all functions, and interpret this data correctly to drive financial projections
* Developing value and access trade-off along with financial impact analysis
* Developing financial and International Reference Pricing (IRP) impact analysis along with launch sequence strategy
* Provide competitor and benchmarking pricing analysis
* Provide input on value assessment and contribute to pricing research
* Develop contracting and tendering framework (innovative pricing & market access approaches such as performance or financial based arrangements) to achieve win-win outcomes with customers along with Key Performance Indicators (KPIs)
* Optimize and refine the price management and approval process, and analytics infrastructure to support pricing & reimbursement tracking, trend analysis, predictive analysis to assess competitive behavior and generate strategic insights
* Lead, coach and mentor a team of pricing professionals, and play a major role in developing talent across the broader market access functions globally
* Work with Area/Affiliate and GMAP TA teams to assess and prepare business cases for evaluation by Executive Pricing Committee (EPC) and proactively aligning stakeholder perspectives
* Prepare decision making by the Executive Pricing Committee (EPC) by providing the necessary business cases, evaluate cases which require complex trade-offs

## Qualifications for strategic pricing

* Experience working independently, within cross-functional teams, in a collaborative, professional environment
* Analyze countries and regions macroeconomic factors and trends, healthcare economics and infrastructure, payer systems, market access stakeholders and decision makers
* Engage on pricing and market access policy initiatives through International Market Access & Healthcare Policy (IMAP) of PhRMA and others
* Develop and implement commercially viable global market access & pricing strategies plans for matured products (Synagis, Kaletra/Aluvia, Zemplar and Sevo)
* Accountable for development, optimization and management of BU analytics models (Calculators, P&L models, Price Models, ) and the creation and optimization of dashboards for BUs
* Ability to travel commercially to domestic locations