

Pricing & Contract Manager – 1 Year Contract

Astellas Pharma Canada is currently searching for a Pricing & Contract Manager (1 year contract).

Description

Responsible for managing all pricing strategies and makes recommendations for decision-making according to the APCA pricing policy and processes. This position includes developing contract strategies, analyzing volumes, market share trends, rebate payments, and ensuring contract compliance/performance with all levels of customers, including public and private payers, hospital buying groups and tenders. This position is also responsible for ensuring requisite PMPRB reporting is completed in line with the legislated reporting requirements.

Essential Job Duties

1. Accountable for APCA adherence to local and global pricing policies and processes.
2. Leads a Cross-Functional APCA Pricing Committee to ensure that the committee is appropriately engaged and informed to make decisions that impact gross and net sales.
3. Manages PMPRB compliance for APCA, including:
 - a. Developing PMPRB strategies,
 - b. Filing HDAP submissions for new products,
 - c. Filing PMPRB NIS, Form 1 and Form 2, as required for all APCA products,
 - d. Manages resolution of all PMPRB investigations,
 - e. Implements programs/price reductions to manage PMPRB ATP compliance, as required.
4. Acts as the main point of contact between APCA and Global Pricing colleagues, including data entry requests and maintenance of the e-pricing database.
5. Seeks local alignment with core teams and global pricing colleagues to obtain approval for APCA pricing strategies, as required.
6. Manages Product Listing Agreement financial planning, monitoring and rebate payments, as required.
7. Analyzes financial and market data from a variety of sources to provide risk assessments and recommendations for existing and proposed product listing agreements.

8. Manages APCA response to Requests for Proposals (RFPs), including financial planning, monitoring, and maintenance, as required.
9. Develops a document management system and maintain well organized, complete physical and electronic documents related to the APCA pricing function.
10. Ensures ongoing compliance/fulfillment for existing contract obligations/payments.
11. Develops accrual forecasts to support annual financial planning.

Required Qualifications

- University degree in health sciences.
- Minimum 5 years experience in the pharmaceutical industry.
- Minimum 3 years experience with pharmaceutical pricing.
- Demonstrated experience working in cross-functional teams.
- Strong strategic/analytical thinking and attention to detail.
- Excellent interpersonal and communication skills (both written and verbal).
- Ability to work in a team environment.
- Proficient in Microsoft Office.

Preferred Qualifications

- MBA or MSc.
- Bilingual English/French.

If your skills and experience match our needs, please email your resume to:
employment@astellas.com.

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

No telephone inquiries, in-person applications, or agencies please. While we appreciate all applications, only candidates under consideration will be contacted.