

# Pricing and Contracts Manager

## Job description

**Novadoz Pharmaceuticals, a rapidly growing generic Pharmaceutical company,** with offices located in Piscataway, NJ, operates as the sales and marketing affiliate for MSN Labs' portfolio of US-based generic and specialty finished dosage forms. MSN Labs, the parent company of Novadoz, based in Hyderabad, India, is the worldwide leader in the development and production of API (active pharmaceutical ingredients) with manufacturing facilities and offices located throughout sixty-five markets throughout the world.

**The Pricing and Contracts Manager** will play a crucial role in developing and implementing pricing strategies, managing contracts, and ensuring compliance with regulatory requirements. **The ideal candidate will have a strong background in the Pharmaceutical industry,** particularly in Formulations, and possess excellent analytical and negotiation skills.

### **Key Responsibilities for the position include:**

#### **1. Pricing Strategy Development:**

- Develop and implement pricing strategies for new and existing products.
- Conduct market research and competitive analysis to inform pricing decisions.
- Collaborate with cross-functional teams to align pricing strategies with business objectives.

## **2. Contract Management:**

- Draft, review and negotiate contracts with customers, suppliers and partners.
- Ensure all contracts comply with legal and regulatory requirements.
- Manage contract renewals and amendments.

## **3. Financial Analysis:**

- Analyze pricing and sales data to identify trends and opportunities for optimization.
- Prepare financial models to support pricing decisions and business cases.
- Monitor the financial performance of products and provide recommendations for improvement.

## **4. Regulatory Compliance:**

- Ensure pricing and contract activities comply with industry regulations and company policies.
- Stay up-to-date with changes in regulatory requirements and adjust strategies accordingly.
- Prepare and submit required documentation to regulatory authorities.

## **5. Stakeholder Collaboration:**

- Work closely with sales, marketing, legal and finance teams to ensure cohesive pricing and contract strategies.
- Provide training and support to internal teams on pricing and contract-related matters.
- Serve as the primary point of contact for pricing and contract inquiries.

## **Qualification Requirements:**

- Bachelor's degree in Business, Finance, Economics or related field. MBA or relevant advanced degree is a plus.
- Minimum of 5 years of experience in pricing, contracts, or financial analysis within the pharmaceutical industry, specifically in Formulations.

- Strong analytical skills with the ability to interpret complex data and make data-driven decisions.
- Excellent negotiation and communication skills.
- Proficiency in financial modeling and using analytical tools such as Excel, SQL, or specialized software.
- Knowledge of industry regulations and compliance requirements.
- Ability to work independently and manage multiple projects simultaneously.
- Experience with global pricing strategies and international markets.
- Familiar with ERP systems and contract management software.

**Preferred Skills:**

- Strong attention to detail and problem-solving abilities.
- Ability to thrive in a fast-paced, dynamic environment.

**Additional Notes**

- U.S citizenship, or permanent authorization to work in the U.S is mandatory.
- Novadoz is offering the ideal candidate the potential for a long-term career path, with a highly competitive compensation package based on experience and skills, including medical, dental, vision, life & LTD insurance and a 401k with matching employer contributions.
- It is the policy of Novadoz to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, physical disability, race, religion, creed, gender, sex, sexual orientation, veteran status, or any other characteristic protected by federal, state or local law.
- Third party brokers & Professional recruiting companies are not being considered for engagement in this hiring process at this time.

**Job Type:** Full-time

**Benefits:**

- 401(k) matching
- Dental insurance
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Vision insurance

**Schedule:**

- Monday to Friday

**Work Location:** In person