

Chef commercial BPA

Job ID
REQ-10025204

Oct 08, 2024

Canada

Summary

Location: Montreal, #LI-Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Job Description Summary

1b+ sales and 600m+ Management Result. Novartis has an exciting portfolio that has the potential to continue to grow our top and bottom line. As a Commercial BPA manager, you will manage planning and resource allocation processes within commercial therapeutic areas and take responsibility for financial planning and analysis related activities for specific parts of the portfolio.

Your role will be to drive robust financial planning and reporting processes, ensure financial discipline is applied within the therapeutic areas, ensure proper cost planning and tracking is in place, and deliver insight that impact top and bottom line performance.

This role will work directly with the Finance team and reports to the Chief Financial Officer.

About the Role

Principales responsabilit  s :

- Diriger les processus de planification financi  re et de reporting pour des domaines commerciaux sp  cifiques.
- Vous   tes en charge de l'analyse et de l'identification des opportunit  s de croissance et des risques, en exploitant diff  rents points de donn  es, en collaboration avec le responsable commercial de BPA.
- Vous   tes en charge de la mise en   uvre de la strat  gie de d  veloppement de l'entreprise et de la mise en place de la politique de d  veloppement de l'entreprise.
- Fournir des pr  visions de ventes solides ; trianguler diff  rentes approches et sources (par exemple, patients, march  , pr  visions bas  es sur les tendances).
- Promouvoir la discipline financi  re au sein des domaines th  rapeutiques, veiller    ce qu'une planification et un suivi des co  ts ad  quats soient mis en place.
- Collaborer avec la cha  ne d'approvisionnement pour le S&OP et avec les   quipes de marketing pour l'IPS et la planification tactique.
- G  rer les soumissions des syst  mes de planification en collaboration avec d'autres membres de l'  quipe financi  re.
- Piloter les activit  s li  es    l'Intelligence Artificielle et les initiatives de planification num  rique

Ce que vous contribuerez au r  le :

Essentiel :

- Baccalaur  at ou plus en finance/comptabilit   ; 6    8 ans d'exp  rience pertinente en finance.
- Curieux(se) et   nergique, pr  t(e)    assumer certaines responsabilit  s op  rationnelles si n  cessaire et    g  rer des projets.
- Esprit d'entreprise, r  flexion analytique et mod  lisation financi  re.
- Solides comp  tences en mati  re de communication et engagement efficace des parties prenantes
- Membre proactif et constructif de l'  quipe financi  re, orient   vers les r  sultats et fortement ax   sur le travail d'  quipe.
- Ma  trise de l'anglais.

Exigences souhaitables :

- Forte connaissance du march   canadien
- Bilingue fran  ais-anglais de pr  f  rence
- Titres professionnels (CPA, MBA, CFA  ) de pr  f  rence

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

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
Innovative Medicines

Location
Canada

Site
Montreal

Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area
Audit & Finance

Job Type
Full time

Employment Type
CDI

Shift Work
No

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