

Commercial BPA Manager

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

Major accountabilities:

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Major accountabilities:

- Drive Financial Planning and Reporting processes for specific business areas
- Support business analysis and identification of growth opportunities and risks, leveraging different data points working together with the BPA Commercial Lead
- Provide clear and concise analyses of YTD performance of brands in scope based on a deep understanding of internal and external business drivers
- Provide robust sales forecasts; triangulate different approaches and sources (e.g., patient, market, trend-based forecasts)
- Drive financial discipline in the TAs, ensure proper cost planning and tracking is in place
- Collaborate with Supply Chain on S&OP and with Marketing teams on IPS and Tactical planning
- Manage planning systems submissions in collaboration with other finance team members
- Drive AI related activities and digital planning initiatives

What you 'll bring to the role:

Essential:

- Bachelors or above in Finance / Accounting; 6-8 years relevant finance experience

- Curious and energetic, willing taking on some operational responsibilities as needed and run projects
- Business Mindset and enterprise thinking; Analytical thinking & Financial Modelling
- Strong communication skills and efficient stakeholder engagement
- Proactive and constructive member of the Finance team, Results oriented with strong team focus
- Fluency in English

Desirable Requirements:

- Strong knowledge of Canadian Market
- Bilingual French English preferred
- Professional designations (CPA, MBA, CFA®) preferred

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>

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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
Regular

Shift Work
No

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