

## Senior BPA Manager County " >

Job ID

326150BR

Aug 25, 2021

China

### **Job Description**

18 million Chinese patients benefit from Novartis products! The role is a business supporting role and contributes indirectly for China patients.

The role is newly created following the acceleration of the County investment plan. It will include overall financial planning, consolidation and financial management of the full P&L for the County business.

This role will act as a Finance Head for the County unit, understand the local market and strategies, make sure that execution and priorities are fully aligned with overall Country ones.

The person needs to have deep understanding of the key business dynamics, market and access policies, customers and patient journey, pricing and marketing strategies. He/she should be able gain a deep understanding of the product and market to provide analytics to the BU Head, BPA Head, CFO and other management to support strategic decision making and achieve overall business objectives.

The person will be a member of the County leadership team to proactively participate in all the strategic discussions and be one of the key decision makers.

This BU is a key pillar of the overall Pharma China strategy, with China being one of the Novartis Global key priority. All this requires significant expertise in all positions including BPA. There is significant complexity in the business, especially around business case, sales modeling and competition scenarios, investment analytics, performance tracking and operation effectiveness driving, etc., which require an experience BPA to act as trusted business partner and work in strong collaboration with BPAs, BU team and other functions.

Your key responsibilities:

Your responsibilities include, but are not limited to:

- Work closely with BU Head, AD, Marketing, Access etc. to build County business strategies and drive strong execution, guide investment and re-source allocation.
- Lead all planning cycles including LF1/LF2, TGT/SP, work closely with the Digital and COE team to support 1FP process
- Performance Management: lead insights, analytics, and performance management of the County plan execution with rigour and highest ethics. Ensure on-going business performance is appropriately monitored and measured and drive early warning for re-direction of resources. Identify and manage key business risks and opportunities proactively through close interaction with business
- Ensure pro-active Business Partnering with Marketing, Sales, Supply Chain and other Functions; assist implementation of smooth processes to enable on-time and accurate information gathering; also collaborate with other Finance functions to ensure consistent financial data reporting processes and results
- Proactively carry out value-added analysis to support stakeholder decision making (e.g., business case, future launches, challenge status quo)
- Gain deep knowledge of the products, including market, competitors, indications, epidemiology and all relevant assumptions to ensure comprehensive understanding of the product commercial plan
- Drive continuous learning within team by performing post-implementation financial analysis on past initiatives

and sharing results across the organization.

- Reduce bureaucracy and add value and efficiency through automation, simplification and digital platforms and tools

## **Diversity & Inclusion / EEO**

### **Minimum Requirements**

What you'll bring to the role:

- 10+ years financial and / or operational experience in diverse businesses, MNC and pharmaceutical industry preferred
- Experience of working in complex and dynamic teams in fast growing environment
- International working experience strongly preferred
- Strong Experience in performance management, KPIs development, external insights generation to drive execution excellence
- Analytical Thinking and Financial Modelling / Strong analytical, communication and influential skills. Strong business & finance acumen, strategic thinking and analytical skills
- Strong communication skills, storytelling and influence the stakeholders to drive results
- High change, results, people agility and collaboration
- Fluent in English and Mandarin

Why Novartis?

769 million lives were touched by Novartis medicines in 2020, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do here at Novartis!

Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

Join our Novartis network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, follow us via Novartis Group WeChat Recruitment Account.

Division

PHARMA

Business Unit

Greater China

Location

China

Site

Company / Legal Entity

Novartis Pharma Beijing

Functional Area

Audit & Finance

Job Type

Employment Type

Shift Work

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