

## Senior BPA Manager Commercial CMO

Job ID  
REQ-10040832

2月 17, 2025

Spain

### 摘要

Senior BPA Manager Commercial CMO is the central Finance Business Partner for our CMO Key account management team overseeing >500m Sales with approx. 25 deals across 7 Sites (excl. Sandoz).

The KAM team takes over deals at contract negotiation stage after lead generation & customer acquisition is done by Business Development. From there they finalize the contract, set-up the operations, cost control and ensure we deliver vs. our commitments to the customer. In addition, the KAM team drives expansion of existing customers w. addl. service offerings, sales volume & new pricing schemes.

Finance is an integral part in each step e.g. with business cases, price & cost control. They bridge KAM with site finance and supply chain. Hence has great impact to ensure best possible profitability for each deal. In addition, the role acts as central FP&A for all sites within the scope organizing closing, outlooks and budgets.

Day-2-day tasks are: Sparring w. KAM team deal by deal ensuring full financial transparency and driving profitability, business cases for supply allocations for CMO portfolio, support invoicing as per

deal terms, cost reviews with the sites and standard closing activities w. FRA.

The role offers high exposure hence strong communication, presentation skills and proactive stakeholder engagement are key. It goes without saying that the owner needs to establish a very clean and firm business acumen and data give external perspective.

Location: Barcelona, Spain / Schaftenau, Austria / Ljubliana, Slovenia #LI-Hybrid

## About the Role

Responsibilities:

Your responsibilities will be but are not limited to:

- Businesses partnering with Key Account management team
- Support customer negotiation with financial inputs & business cases
- Ensure profitability / cost control for each deal in coordination with site finance
- Support resource allocation decisions
- Closing, Outlook and Budget processes

Education, Qualifications, Skills and Experience

Essential for the role:

- 7-10 years financial and / or operational experience
- Outstanding Communication & Presentation skills
- Strong level of seniority & business partnering
- Very experienced in stakeholder management
- Sound Finance and Accounting background
- Strong analytical skills and conceptual thinking
- Tech Ops Finance understanding
- Proven result-orientation
- Strong project management skills

Desirable for the role:

- Commercial Finance or supply chain experience

Commitment to Diversity & Inclusion:

We are committed to building an outstanding, inclusive work environment and diverse teams ' representative of the patients and communities we serve.

## Accessibility and accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in any order to receive more detailed information about essential functions of a position, please send an e-mail to [inclusion.spain@novartis.com](mailto:inclusion.spain@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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部门  
Finance

Business Unit  
Universal Hierarchy Node

地点  
Spain

站点  
Barcelona Gran V í a

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmac é utica, S.A.

Alternative Location 1  
Ljubljana, Slovenia

Alternative Location 2  
Schafftenau, Austria

Functional Area  
Audit & Finance

Job Type  
Full time

Employment Type  
Regul ä r

Shift Work  
No

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