

## Sales Operations Analyst

Job ID  
REQ-10049895

4月 23, 2025

Canada

### 摘要

Location: Montreal, #LI-Hybrid

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

About the role:

We are seeking a detail-oriented and analytical Sales Operations Analyst to join our Commercial Effectiveness team. This role is critical in supporting our sales organization through data-driven insights, operational efficiencies, and performance optimization. The analyst will collaborate closely with cross-functional teams to drive excellence in sales operations and execution.

This role sits within the Sales Operations Team and reports to the Sales Operations Lead.

Permanent position

## About the Role

### Key Responsibilities:

- **Data gathering and analysis:** Collect and compile relevant data from various sources linked to Sales Operations, ensuring accuracy and completeness
- **Data Analysis:** Perform data analysis for regular and ad-hoc reports
- **Insight Generation:** Collaborate with Sales Operations Managers to extract meaningful insights including trends, opportunities, and areas for improvement
- **Data Visualization:** Create visually appealing presentations or interactive dashboards to effectively communicate insights to non-technical stakeholders
- **Data Quality and Completeness:** Perform regular data quality reviews and address any issues related to completeness, accuracy, and consistency
- **Sales Operations Support:** Collaborate with Sales Operations Managers and other stakeholders on initiatives and tasks that require analytical expertise, including but not limited to goal setting, incentive compensation, territory design, territory alignment and field force sizing
- **Process optimization:** Identifying inefficiencies & bottlenecks, and recommend improvements

### Essential Requirements:

- Bachelor ' s degree in business, finance, economics, computer science or a related field
- 2+ years of experience in sales operations, commercial analytics, or a similar role, preferably in the pharmaceutical or healthcare industry
- Experience with data visualization tools such as Tableau and PowerBI, to create compelling visual representations of data
- Experience working with CRM systems (e.g., Salesforce, Veeva CRM) and database management
- Strong analytical and critical thinking skills, with the ability to interpret complex datasets and provide actionable insights.

### Desirable Requirements:

- Experience with IQVIA datasets (e.g. TSA, Xponent, GPM, Compuscript)
- Bilingual (French/English)

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部门

International

Business Unit

Innovative Medicines

地点

Canada

站点

Montreal

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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