

# Sales Operations Analyst (Graduate Program)

Job ID  
REQ-10029902  
Nov 13, 2024  
Utd.Arab Emir.

## Summary

To support Country Operations Teams and FP&A teams in delivering superior financial and sales performance by:

Gaining understanding of the business and operational model, sales channels, therapy areas and brands  
Providing visibility to the organization and sales teams through UAE Sales Dashboard and Inland Sales Dashboards, manage the data & periodical updates  
Supporting budget/latest outlook process, develop dashboards and slides for performance discussions with management team  
Supporting Gross to Net Sales process and month-end closing for sales deductions, reconciling periodically to ensure sufficient balance  
Following up closely any price changes/additions and update price lists accordingly  
Closely collaborating with Finance, Country Operations and Supply Chain teams

## About the Role

### Emirati Graduate Program Associate ( Fixed Term Contract)

We are welcoming UAE National Talents to apply for our Novartis Emiratization Program which is a 12-month program that will provide you with real world experience that will allow you to put your theoretical learning into practice.

Successful completion of the 12 months program gives the Emirati talents an opportunity to apply to permanent roles within the organization.

If you are a **UAE National**, hold a **UAE Family Book** and have received a **Bachelor's Degree** in the past 3 years and are passionate to join an organization that promotes an unbossed, diverse and flexible working environment; hurry and apply now

**Education** : Economics, Finance, Business Administration or Accounting degree qualification

**Experience:** 1-3 years of finance experience, preferably in an MNC.

### What Does Work at Novartis Look Like?

- We are a diverse group of 200+ associates across the Gulf region, with more than 30 nationalities.
- We have an inspired, curious and unbossed working environment led with integrity.
- We promote personal growth and career development opportunities

**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

Utd.Arab Emir.

Site

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

Others

Job Type

Full time

Employment Type

Early Career (Fixed Term)

Shift Work

No

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