

# Senior BPA Manager Commercial CMO

Job ID  
REQ-10040832  
fév 17, 2025  
Espagne

## Résumé

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 / Schafftenau, Austria / Ljubljana, 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.

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Division

Finance

Business Unit

Universal Hierarchy Node

Emplacement

Espagne

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

Ljubljana, République de Slovénie

Alternative Location 2  
Schafftenau, Autriche  
Functional Area  
Audit et Finance  
Job Type  
Full time  
Employment Type  
Regulär  
Shift Work  
No  
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