

Senior Specialist - Commercial - Vistex

Job ID
REQ-10053812
Jun 09, 2025
India

Summary

Location: Hyderabad

Lead solution design and delivery for Lead-to-Quote and Quote-to-Contract processes covering Commercial Contracts, Pricing and Commercial Revenue Management capabilities using S/4HANA and Vistex.

About the Role

Major accountabilities:

- Address business requirements and opportunities in Commercial Contract, Pricing and Revenue Management areas using S/4HANA and Vistex capabilities
- Configure Vistex Rebates, Chargebacks, Accruals, and Settlement processes.
- Write functional specifications and collaborate with the technical team to implement code in accordance with the requirements specified therein.
- Develop test scripts and conduct end-to-end testing for the responsible objects. Perform root cause analysis for issues/defects, develop effective solutions, and contribute to problem-solving efforts
- Collaborate closely with business, global process owner and enabling teams to deliver standardized and simplified technical solutions. Assure consistency and traceability between user requirements, functional specifications, Agile ways of working and adapting to architectural roadmaps, regulatory/control requirements, and smooth transition of solutions to operations
- Deliver assigned project work as per agreed timeline within budget and on-quality adhering to following the release calendars
- Ensure high quality, scalable and stable solutions to achieve high standards of technical delivery. Accountable for design, build and maintenance of reusable assets and components on technology
- Pro-actively engage with Technology partners to jointly strive for high quality delivery. Continuous improvement to automate capabilities, simplify landscape and reduce cost.

Minimum Requirements:

- 6 or more years of SAP experience in Commercial domain with special focus on Revenue Management capabilities (Quotes, Contracts, Agreements, Rebates, Chargebacks, Claims, etc.) of which at least 5 years of experience is in designing, building and deploying Vistex capabilities
- Experience in Vistex modules of PA/IA, DMP, DMR to implement Contract and Revenue Management, Claim Management, with integration to Finance for Accrual and settlement
- Experience with Vistex Fiori Design and integrating to SAP launchpad. At least one Vistex implementation/support project in S4HANA
- Excellent understanding of SAP master data (customer and material/product) and SD-FI integration.

Demonstrated ability to engage business and technical teams to translate business needs into effective system solutions.

- Experience with system-based testing with testing tools like OpenText Quality Center (formerly known as HP Quality Center) is preferred.
- Experience working with stakeholders and teams from different time zones/locations, cultures and backgrounds (in Pharma sector preferred) Strong interpersonal skills, accountability, written and verbal communication skills; Quick learning abilities and a commitment to result-oriented approach.

Why consider Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us!

Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' 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, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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

Operations

Business Unit

Universal Hierarchy Node

Location

India

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Technology Transformation

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10053812

Senior Specialist - Commercial - Vistex

[Apply to Job](#)

Source URL: <https://prod1.id.novartis.com/careers/career-search/job/details/req-10053812-senior-specialist-commercial-vistex>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Senior-Specialist---Commercial---Vistex_REQ-10053812
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Senior-Specialist---Commercial---Vistex_REQ-10053812