

# Commercial & Medical Excellence Manager (f/m/d)

Job ID  
REQ-10025851  
Oct 15, 2024  
Austria

## Summary

~Verstehen Sie komplexe und kritische Geschäftsprobleme, formulieren Sie einen integrierten analytischen Ansatz zur Gewinnung von Datenquellen, setzen Sie statistische Methoden und Algorithmen des maschinellen Lernens ein, um zur Lösung ungedeckter medizinischer Bedürfnisse beizutragen, entdecken Sie umsetzbare Erkenntnisse und automatisieren Sie den Prozess, um den Aufwand und die Zeit für die wiederholte Verwendung zu reduzieren. Verwaltung der Implementierung und Einhaltung des gesamten Datenlebenszyklus von Unternehmensdaten von der Datenerfassung oder -erstellung über die Anreicherung, Nutzung, Aufbewahrung und Außerbetriebnahme, um die Verfügbarkeit nützlicher, sauberer und genauer Daten während ihres gesamten Lebenszyklus zu ermöglichen. Hohe Agilität, um über verschiedene Geschäftsbereiche hinweg arbeiten zu können. Hohe Agilität, um über verschiedene Geschäftsbereiche hinweg arbeiten zu können. Integrieren Sie Geschäftspräsentationen, intelligente Visualisierungstools und kontextbezogenes Storytelling, um die Ergebnisse mit einer klaren Wirkung an die Geschäftsanwender zurückzugeben. Verwalten Sie selbstständig das Budget, sorgen Sie für eine angemessene Personalausstattung und koordinieren Sie Projekte innerhalb des Bereichs. Wenn Sie ein Team leiten: Befähigt das Team und bietet Anleitung und Coaching, wobei die anfängliche Anleitung von erfahreneren Führungskräften unter Aufsicht erfolgt. Dies ist in der Regel ihre erste Erfahrung als Personalmanager.

## About the Role

### Your key responsibilities:

- Development & Preparation of the standard medical & commercial KPIs analysis and reporting
- Collaborate, integrate & assess the Region Europe / Western Europe Cluster medical& commercial excellence tactics with the Austrian medical team
- Co-develop and maintain a medical & commercial automated/half-automated Power BI dashboard& ad hoc reporting (incl data lake automation)
- Generates insights and challenges reports with the medical & commercial team and support their decision-making, including ad-hoc reporting
- Co-create and maintain Power BI views and facilitate data automation & AI innovation projects with the Analytics Team
- Collaborate with the Novartis Global Business Services unit in Hyderabad, India

- Medical CRM Admin: Ensure the timely creation, development & maintenance of medical plans, products, users in CRM and other updates
- Work closely with the Training and Capabilities Lead to ensure all respective Teams are trained on the respective platforms/reporting

### **What you'll bring to the role:**

- University degree in Economics or Finance
- 1-5 years' experience in business & data analytics, finance, controlling or financial accounting – e.g. in pharmaceutical industry or others, preferable in a multi-national company
- MS office with Advanced Excel Modelling and PPT, experiences in Power BI / Qlik (experiences with data management / data hubs is a plus)
- Open mindset for new ideas/tools and IT systems, different databases for business usage, eg IQVIA platforms, SAP and business planning tools, competencies in admin usage of eg CRM Systems, agility to work across dataset and technologies
- Ability to manage multiple initiatives, ad-hoc reporting and consistently meet deadlines
- Strong cross-functional teammate who is dynamic and result oriented, initiative-taking, flexible and adaptable, self-accountable and works independently
- Strong analytical skills and ability to communicate outcomes are a given (also in PowerPoint, e-mails, etc.), managing different stakeholders in an international matrix environment
- Written & spoken language English & German

### **Why Novartis?**

769 million lives were touched by Novartis medicines in 2020, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

### **Imagine what you could do here at Novartis!**

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, learning and development options as well as worldwide career opportunities within the Novartis group. In accordance with Austrian law, we are obliged to disclose the minimum salary. For this

position the minimum salary is € 60.000/year (on a full time basis). In most cases, the actual salary will be higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications and individual competencies.

We are open for part-time and job sharing models and support flexible and remote working where possible.

### **Commitment to Diversity & Inclusion:**

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

Our recruitment decisions are based on selecting the best person for the job, regardless of gender, religion, age, colour, race, sexual orientation, nationality or disability.

### **Applicants with Disabilities:**

If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to [disabilities.austria@novartis.com](mailto:disabilities.austria@novartis.com) and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

**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

Finance

Business Unit

Innovative Medicines

Location

Austria

Site

Vienna

Company / Legal Entity

AT06 (FCRS = AT006) Novartis Pharma GmbH

Functional Area

Data and Digital

Job Type

Full time  
Employment Type  
Regulär  
Shift Work  
No  
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## Unterstützungen für BewerberInnen mit Behinderungen

Wenn Sie aufgrund einer Erkrankung, einer körperlichen Behinderung oder eines neurodiversen Zustandes eine Unterstützung bei verschiedenen Teilen des Rekrutierungsprozesses benötigen, wenden Sie sich bitte an [disabilities.austria@novartis.com](mailto:disabilities.austria@novartis.com) und teilen Sie uns die Art Ihrer Anfrage sowie Ihre Kontaktinformationen mit. Unsere Unterstützung umfasst die Beratung zu geeigneten Positionen sowie die Begleitung bei allen Phasen des Bewerbungsprozesses. Das österreichische Gesetz sieht die Möglichkeit vor, die örtliche Behindertenvertrauensperson (BVP) in das Bewerbungsverfahren einzubeziehen. Wenn Sie dies wünschen, teilen Sie uns dies bitte vorab als Vermerk in Ihrem Lebenslauf mit.

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