

Consulting Manager – Internal Consulting

Job ID

REQ-10054037

Jul 01, 2025

Mexico

Summary

The Consulting Manager in Novartis' Internal Consulting team is responsible for leading projects or workstreams to drive business transformations that improve revenue, reduce costs, increase access to medicines, and develop future capabilities. The role collaborates with global teams in Mexico, Ireland, and India and partners across functions in the US, including commercial, data/digital/IT, and People & Organization, to support strategic initiatives aligned with Novartis' goals. The manager applies consulting frameworks to analyze challenges, generate insights, and recommend solutions that optimize processes and business models. They also oversee project execution, ensuring timely and budget-conscious delivery while addressing risks and driving change management efforts to support smooth transitions. Candidates should have a bachelor's degree, six years of consulting experience (including two years in management consulting), strategic thinking, communication skills, and familiarity with AI tools. Experience in Life Sciences or Pharmaceuticals is strongly preferred. This role is critical in enabling transformation and fostering Novartis' competitive advantage.

About the Role

#Li-Hybrid

As part of the Internal Consulting team, you have the opportunity to work on projects that drive growth and help improve and extend patients' lives.

The Internal Consulting team is tasked with supporting the implementation of complex transformations that drive revenue growth, improve costs, increase access to our medicines and build capabilities for the future. We have teams based in Mexico, Ireland, India and the US operating as a united team.

The **Consulting Manager – Internal Consulting** at Novartis is responsible for supporting business projects or workstreams of larger projects aligned to the US Enterprise or functional plan. This role supports the Internal Consulting team in the US, while collaborating with the Novartis US (commercial) organization, People & Organization; Data, Digital and IT; and other functions.

Key Responsibilities:

- Consulting and Business Analysis: Utilize consulting frameworks and analytical methods to support defining problem statements and an approach to address the problem statement. Conduct in-depth analysis of processes to identify pain points and map areas for improvement. Generate actionable insights based on thorough evaluation of qualitative and quantitative data and trends.
- Co-create and clearly communicate recommendations and implementation plans to optimize business models and operational processes. Develop and support change management execution to enable

organizational transformations.

- Engage with stakeholders to support smooth transitions and adoption of business changes. Leverage AI tools (Copilot and ChatGPT) to enable business analysis and creation of outputs.
- Project Management: Manage consulting projects or workstreams of larger projects, driving timely and budget-conscious delivery.
- Support project leaders to achieve successful outcomes, with solutions designed and implemented according to agreed-upon consulting methodologies. Manage project deliverables within the project's framework, addressing risks as necessary.

Main Requirements:

- Bachelor's degree in Business Administration, Management, or related fields.
- Proficiency in business English (B2-C1)
- +6 years of experience utilizing consulting skills, demonstrating analytical and strategic thinking, problem-solving, strong communication and interpersonal skills, adaptability, and proficiency in relevant industry tools and methodologies, with a proven track record in leading process improvement projects, driving strategic initiatives, and developing internal talent across various industries and geographies.
- A minimum of 2 years should be in management consulting at a reputed firm.
- Experience within global consulting firms (Strategy, Big4, ZS, IQVIA, etc), or boutique/local consulting firms.
- Experience working with US, demonstrating an understanding of regional business dynamics and cultural nuances. Proven ability to successfully collaborate and manage remote teams to achieve strategic objectives.
- Experience with Life Sciences and Pharmaceuticals sector is a significant plus

Desirable requirements:

- Post-graduate degree, such as an MBA, is a plus.
- Additional certifications in project management, AI, change management, design thinking, etc. preferred.
- **Pharma/Lab Expertise:** Understanding of dynamics in the pharmaceutical industry particularly in the US market and their specific challenges and regulatory requirements.

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

Universal Hierarchy Node

Location

Mexico

Site
INSURGENTES
Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.
Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No
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Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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

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