

## BPA & Financial Manager

Job ID  
REQ-10020691

8月 29, 2024

Saudi Arabia

### 摘要

- Responsible for BPA processes related to the Actuals, Latest Outlook & Budget and providing finance reports and management information to cluster management. Additionally, this role ensures that the underlying information systems provides data transparency in an efficient & effective manner
  - Budget, control and influence the Franchise head to control costs
  - Actively support and manage commercial functions on BD&L deals on ensuring proper financial analysis and profitability is in place and in accordance with BD&L guidelines
- Market access on benchmarking prices across countries as well as performing financial analysis such as pricing for NUPCO tenders etc.
- Standardize Policies and Procedures & improve MCF within Novartis Pharma KSA through:
    - Identification and dissemination of best practices,
    - Leading periodic local workshops and Working Capital / Balance Sheet Initiatives
    - Training the BPA team on processes and systems
    - Internal and external Benchmarking
    - Early recognition of issues and working with Region, Global and CPO-based colleagues to resolution.

- Maintain the overview of Regional and Global activity and results to optimize the investment in Receivables and Payables, help Region MEA, APMA and the CPOs realize their risk-avoidance strategies and thereby achieve their targets.
- Supervise monthly MCF reporting, identify gaps and define and implement re-mediation actions. Enhance understanding and awareness of the topic within the cluster
- Supervise and follow up closely on Productivity initiatives, assess its viability.

## About the Role

Key contributor to the Leadership of the related Franchise

- Critical member of the Related Franchise Management Team - helps to formulate strategies, guides investment, and implement actions that help the Franchise gain market share and increase profitability.
- Setting the tone for good financial practices within the related Franchise

## 2. Financial Planning

- Lead the Budget, Latest Estimation and Latest Outlook processes and discussions; integrate and coordinate financial processes with the Marketing planning processes for the relevant Franchise.
- Well thought-out and high-quality plans with transparency of assumptions and analyses of risks and opportunities
- Coordinated with all members of the BU management team (e.g., marketing, sales, medical)
- Also coordinated with the CPO (e.g., allocations, or on universal assumptions such as inflation rates)
- Attention to forecasting accuracy for both sales and expenses (monthly)
- Participation in the long-term planning of the business through the Strategic Planning process
- Work closely with the local Marketing, Sales, Medical and Market Access teams sharing responsibility of formulating business strategies, guide investment and resource allocation, monitoring commitment, implement actions, shared approval responsibility

## 3. Analysis/Reporting of Financial Performance

- Full ownership of and responsibility for all aspects of the related Franchise P&L.
- Analysis of Sales and Market Share (including trending of data) to provide related franchise management with insights into the business, early detection of risks/opportunities vs. plan, etc.
- Analysis and understanding of the commercial aspects of the business, e.g., discounts per channel, per customer and per brand. Benchmark selected key indicators with other Novartis businesses and/or other international companies
- Analysis and control of operational expenses, incl. analysis of variations to the authorized budgets / LEs.
- Headcount analysis and control

- Evaluation of the BU ' s Risks and Opportunities, including a latest outlook for the month/quarter/year; also identification and implementation of gap closing actions.
- Communication of unexpected events affecting performance, or impacting key assumptions, in a transparent and timely manner.
- Preparation of regular, comprehensive performance reports (including Business Review documents and monthly Executive Summary Reports) to the Regional Office on timely basis

#### 4. Analysis of Business Proposals/investments.

- Financial evaluation of business proposals or projects (e.g., Field Force expansion, launching of a new product or indication).
- Financial evaluation of Marketing investments and allocation of funds among potential projects to maximize return. Use of appropriate analytical tools as necessary.
- Ad hoc analyses as may be necessary

#### 5. Management Cash Flow

- Budget, Latest Estimation and Latest Outlook processes and discussions
- Explain MCF variances, opportunities and challenges through budget and financial forecasts for use in Global and Regional.
- Application of general Balance Sheet and Cash Flow knowledge in support of the business

#### 6. Strategic Planning

Prepare for Pharma portfolio by managing the sensitivity of the external relationships including government and distributors where the market has a number of healthcare, and funding systems and the pricing for these new models will have a significant positive/negative implication on the Gulf (GCC) countries.

#### 7. Other

- Assist with audits where required, and where follow-up is needed ensure compliance with / implementation of the agreed-to action plans.
- Coach, guide and mentor BPA associate within the country, including upscaling capabilities.
- Collaborate with Internal Audit and FCCR team to ensure consistent financial data reporting processes and results.
- In the absent of the FRA team in the country, BPA manager played major roll to ensure all the monthly reporting are meeting local expectations.
- Support FRA team in the monthly cross charge for Novartis AG (NCC changes).
- Support the FRA team in the monthly closing.

Ideal Background and minimum requirements:

Degree in Finance or accounting (MBA, CFA, CMA are plus and advantage).

Minimum 5 years of relevant experience with solid international and local expertise.

Fluency in English is prerequisite, while knowledge of Arabic and would be an advantage.

At least 2/4 years ' experience in MIS, Cash Flow or CAPEX and BPA.

Project Management of complex global projects.

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部门  
Finance

Business Unit  
Innovative Medicines

地点  
Saudi Arabia

站点  
Riyadh

Company / Legal Entity  
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area  
Audit & Finance

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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