

## LDC Core Design Quote-to-Contract (Q2C) Workstream Lead

Job ID  
REQ-10053006

6月 16, 2025

Spain

### 摘要

The Core Design Business Workstream lead is accountable for the design across Novartis Operating Units to drive change and engagement enabling Novartis to transform into a focused medicines company powered by data and digital.

Actively leverage the entire LDC teams, key stakeholders / senior management to shape the structures/concepts/framework that enables Novartis to achieve functional excellence, while maintaining a key focus on value creation, processes, data, systems, and operating model optimization.

### About the Role

#LI-Hybrid

Location: Barcelona, Spain

# Major Accountabilities

## Strategic Leadership:

- Execute, and govern the LDC strategy aligned with Novartis 'vision.
- Implements approaches and frameworks in collaboration with LDC Release Management, Core Enablement, Adopt and other functional workstreams and other Core Functions.
- Foster a culture of excellence, collaboration, and continuous improvement within the program.
- Manage workstream KPIs and data & information requirements for their workstream, in coordination with the Program team.

## Cross-Functional Collaboration:

- Work closely with other Functional workstreams, LDC Core Enablement, Adopt, GPOs, and Enterprise Data Owners (EDOs) to align on data management efforts.
- Champion cross-functional integration topics and dependencies.

## Approaches, Standards and Governance:

- Manage all Design activities from Scoping to Build including Training.
  - Accountable to ensure Standardization objectives are met.
  - Release Scoping and F2C Activities for upcoming LDC releases: Coordinate the scoping of releases and ensure smooth transition from concept to delivery.
  - Program Test Management: Implement testing approaches and oversee testing activities across projects.
  - Lead functional Integration business scenarios and implement approach coordination across, Adopt and countries/sites/NOCCs.
  - Ensure NFCM matrix accurately reflects the standardized business processes as per LDC, and evaluate opportunities to minimize redundancies (i.e., leaner control matrix)
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- Ensure integration between Business and IT Controls topics, to enhance efficiency of compliance mainly in relation to IT Application Controls (NFCM / SOX relevant applications, interfaces, etc.).
  - Support developing, mapping, and governing a common global customer-oriented process design based on aligned user requirements.
  - Security and Access/profiles Governance: Develop and maintain security concepts and access controls. Ensure compliance with industry standards and internal guidelines.
  - Retrofit of Releases: Manage and define actions to ensure the retrofit for existing live LDC releases.
  - Triggered projects: regularly report on triggered projects, milestones, and performance metrics as per delivery model.

## Key Performance Indicators / Measures of Success

- Delivery of key milestones of the program on time, in quality and within budget, with full buy-in and support of country and global teams
- Establishment and achievement on key program milestones and KPIs on time, with quality and within budget
- Effectiveness of standardization and processes and master data
- Customer satisfaction with decision support, early warnings, special projects/tasks
- No critical findings in audits and inspections
- Value realization
- Development of talent, ensuring retention and succession planning in place, employee satisfaction

## Requirements

## Education & Qualifications

- Bachelor university degree or higher.

## Languages

- English as necessary and additional language(s) preferred.

## Experiences

- At least 5+ years of senior management experience, ideally in a country general management role and/or senior management in a regional or global team.
- Proven experience in managing Projects, Programs, Business Process Transitions, Migrations & change Management with internal and external stakeholders.
- Ability to engage, influence and drive change with senior stakeholders.

## Technical/Functional Skills & Knowledge

- Expert level expertise in commercial contracting, rebating and revenue deduction forecasting processes with transactional customers (wholesalers, hospitals, pharmacies) across entire contract lifecycle in the pharmaceutical industry including:
  - Defining, and developing contract (front end) and revenue (back end) architectures

- Defining contract & claims types (including claims maintenance, disputes & deduction management processes)
- Defining and determining all condition types related to condition contracts (on and off invoice, inclusion / exclusion rules)
- Defining contract/revenue lifecycle related reports
- Super user level of experience in Vistex contract, pricing and revenue management module or alternatively in S4/HANA Sales & Distribution module (SD)
- Excellent communication, collaboration, and leadership skills.
- Able to leverage networks of professionals across functions and business areas.
- Understands the competing organizational needs beyond own part of business.
- Able to interpret complex information and to influence internal and external peers.
- Role model for Novartis ' values and behaviors within the organization with ability to motivate and develop people.

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>

部门  
Operations

Business Unit  
CTS

地点  
Spain

站点

Barcelona Gran V í a

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmac é utica, S.A.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regul ä r

Shift Work

No

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