

Commercial Analytics and Insights Manager

Job ID
REQ-10088322

九月 24, 2026

Spain

摘要

#LI-Hybrid

Location: Barcelona, Spain

Relocation Support: Yes

Imagine influencing commercial performance across international markets and turning complex data into strategic decisions that drive measurable business impact. As the Commercial Analytics and Insights Manager, you will bring a critical capability that helps optimize gross-to-net and returns performance, pricing, contracting strategies, and revenue realization across Novartis. Partnering with Finance, Customer Service, and Pricing & KAM teams, you will uncover opportunities, challenge conventional thinking, and transform analytics into actions that improve profitability and commercial effectiveness. This is a unique opportunity to shape a new global capability while working at the forefront of data-driven decision making.

About the Role

Key Responsibilities

- Analyze gross-to-net performance and identify opportunities to improve revenue realization and profitability.
- Develop actionable insights from pricing, rebates, discounts, and contracting performance across international markets.
- Design and maintain standardized performance scorecards and key performance indicators frameworks.
- Create executive dashboards that enable data-driven decisions and commercial performance improvements.
- Partner with Finance, Customer Service, Pricing & KAM teams to deliver measurable business impact.
- Conduct scenario analyses to quantify risks, opportunities, and financial outcomes of strategic actions.
- Drive adoption of best practices and foster accountability for commercial performance excellence.

Essential Requirements

- Bachelor's degree in Finance, Economics, Business, Life Sciences, Mathematics, or a related field.
- Significant experience in Business Planning and Analysis, Commercial Finance, Pricing, Revenue Management, or Strategy.
- Strong understanding of pharmaceutical commercial models and healthcare market dynamics.
- Expertise in gross-to-net processes, pricing strategies, contracting, rebates, and commercial performance analytics.
- Advanced analytical skills with experience interpreting large datasets and generating actionable business insights.
- Proven ability to influence stakeholders, communicate effectively, and drive results across global cross-functional teams.

Desirable Requirements

- Advanced degree in Business Administration, Finance, Economics, or a related discipline.
- Experience with Power BI, Tableau, SAP Business Warehouse, or similar analytics and reporting platforms.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: € 70,000 to € 130,000

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

Read our brochure to learn more about our global total rewards offering:

<https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity & Inclusion

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

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Primary location salary range
€ 70,000.00 - € 130,000.00

部门
Finance

Business Unit
Finance

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
Regular

Shift Work
No

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"kalturaplayer6abc1e88ef577794632271", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_datalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

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