

Commercial Analytics and Insights Manager

Job ID

REQ-10088322

Sep 24, 2026

LOC_ES

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/novartis_com/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.

Role Requirements

Primary location salary range

€70,000.00 - €130,000.00

Division

DIV_FI

Business Unit

Finance

Location

LOC_ES

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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