

# Associate Director, General Management & Strategy Business Planning & Analysis

Job ID  
REQ-10004571  
Jul 19, 2024  
USA

## Summary

Location: East Hanover, NJ  
#LI-Hybrid

As part of our outstanding Finance team, this role will support one of our 4 focused Therapeutic areas and serve as a finance business partner for the respective Therapeutic Areas (the "TA") providing financial control, forecasting, and performance management for the TA including but not limited to budgeting, forecasting/demand planning and financial analysis.

## About the Role

### Your Key Responsibilities:

- Support the development of financial plans for the respective Products while partnering with General Management teams and our various Finance functional teams.
- Support sales and demand forecasting utilizing models incorporating data science and incorporating artificial intelligence where applicable in conjunction with the cross-functional partners.
- Proactively manage performance to meet financial objectives. Identify and manage financial value drivers. Support General Management product teams and strategic initiatives by providing strong guidance and financial expertise.
- Design and maintain early warning systems for financial tracking, ensuring accurate advance warning for all financial results. Draw on best practices to embody a high performance, cross-functional culture throughout supported functions.
- Assist in the development of ongoing Product strategies, including launch and life cycle management initiatives, and market access strategies for supported Products as market continues to evolve.
- Lead and/or contribute to TA and Finance ad-hoc initiatives, as needed.
- Maintain strong knowledge of all relevant compliance policies (i.e. Code of Conduct, CIA, Data Privacy, SOX, etc.) and ensure compliance in all job activities. Ensure accurate accounting of expense recognition for the business.

### Role Requirements:

### Essential Requirements:

- Bachelor's degree or equivalent 4-year degree
- 5+ years of finance or economics experience or 3+ years of relevant work experience as an FDP at

Novartis

- Excellent business partnering skills; ability to communicate clearly and effectively
- Influencing ability to work with business leaders to get results and persuade with data
- Leadership skills to takes ownership and gets results
- Analytical and problem-solving skills; attention to detail
- Ability to find creative ways to address big picture challenges
- Adaptability - excels in a constantly evolving environment

**Desirable Requirements:**

- Degree subject area in Finance, Accounting, Economics, Business or related preferred; advanced degree (i.e., MBA) a plus
- Functional Business Planning & Analysis (BPA) experience, preferably within the Pharmaceutical/Biotech industry

**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>

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

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$136,800.00 and \$205,200.00 / year; *however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.* The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**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>

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Division

Finance

Business Unit

Innovative Medicines

Location

USA

Site

East Hanover  
Company / Legal Entity  
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation  
Functional Area  
Audit & Finance  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

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<https://talentnetwork.novartis.com/network>

### **EEO Statement :**

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023,

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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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