

# Strategic Design Commercial Contracts Manager

Job ID  
REQ-10019457  
Jan 31, 2025  
Spanien

## Summary

This role will help drive the execution of Novartis' ambition to turn data and digital into a strategic asset to drive actionable insights across the organization. This ambition is one of key pillars in the broader digital transformation happening at Novartis to be a focused medicines company powered by data and digital.

This role assumes accountability for the design in the respective work package, build and deployment of LDC in-scope processes and data based on the user-requirements defined in conjunction with the domain pillars and the E2E data team. Working with architecture to identify new technologies and the new possibilities arising out of it

## About the Role

### Major Accountabilities

Accountable for the LDC Solution Design in the area responsible based on the business requirements based on the Novartis architectural standards, performance, quality and security principles

Accountable for deciding on design decisions for complex issues in strong collaboration with the respective functional GPOs and LDC Pillars based on a detailed rational and interpretation to fully understand implications of the proposal for the integrated solution

Improves and sustains standardization efficient while respecting regulatory/control requirements (e.g., NFCM-control requirements, P3, TPRM, GxP)

Supports the development, execution and operations of solutions

Work (together with the IT Expert) in the assigned area and ensuring integrated solutions by strongly being connected to experts in connected work packages, data & analytics, by applying a continuous improvement mindset\

Accountable that dedicated project work is delivered to agreed time, cost and quality constraints following the release calendars

Accountable for the solutions are peer reviewed, formally documented and signed off by domain pillars and business functions

Accountable that solution testing is performed and meet quality standards

Champion the need to stay standard from a customisation perspective by establish standardized design and development processes to enable cost effective delivery

Ensure adherence with all relevant internal / external security and compliance policies and procedures (e.g. FDA, Novartis IGM framework)

Ensure close collaboration with pillar teams and country reference group members, regular meetings and workshops are conducted and feedback from operations is taken into consideration

**Minimum Requirement :**

- University level degree or equivalent
- Strong functional subject matter expertise in commercial contracting 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)
- • Additional Project Management training, a certification/designation desirable (Lean / Six Sigma Certified preferred)
- At least 3 years' experience in country and global roles
- Experience in supporting a very large program over 5+ years potentially in the magnitude of >500mUSD.

**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

Operations

Business Unit

CTS

Standort

Spanien

Site

Barcelona Gran Vía

Company / Legal Entity

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

Functional Area

Marketing

Job Type

Full time  
Employment Type  
Regulär  
Shift Work  
No  
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