

Commercial Business Analyst

Job ID

REQ-10079631

Jun 16, 2026

LOC_RU

About the Role

Key Responsibilities:

- Providing management with accurate, relevant business analysis to support weekly business reviews and ad-hoc requests on revenues, customers, product and sales channels
- Challenging budgets and projects within given assumptions and to maintain valid financial plans.
- Performing analysis to evaluate risks or opportunities; making recommendations to mitigate these risks.
- On-going analysis of the commercial policy vs current market environment, highlighting the need of change and providing necessary financial inputs to support the changes.
- Supports and improves business case proposals and profitability tracking.
- Supports the annual budgeting, rolling forecast and Strategic Planning processes.
- Supports the month-end closing procedure.
- Timely update of all analytical reports across the company (Commercial Department)
- Project work/cross-functional collaboration within the company
- Monthly sales closing – submission of final figures to the Finance department
- Actively contributing to the sales planning process S&OP process
- Development of presentation materials
- Building strategic partnerships across the team and with internal clients, acting as a financial expert in the development of commercial proposals

Novartis Mission – in Russian

Essential Requirements:

- Education: University degree in economics, business or finance
- Languages: English (Upper-Intermediate)
- Minimum of 2 years' experience in a Finance Business Partner position
- Experience in business analysis and controlling positions is a must
- Organizational skills: strong leadership qualities, strong problem-solving and conflict resolution skills, high learning agility and flexibility
- Excellent knowledge of SAP and advanced Excel user skills
- Professional competencies: analytical and strategic thinking, highly effective communication and presentation skills
- Advanced PC literacy

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.

<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.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Sales

Location

LOC_RU

Site

Moscow (City)

Company / Legal Entity

RU07 (FCRS = RU007) Novartis Pharma LLC

Functional Area

FCT_FN

Job Type

Full time

Employment Type

Regular

Shift Work

No

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