

# Commercial Business Analyst

Job ID  
REQ-10079631  
Июн. 16, 2026  
Россия

## Сводка

Location: Moscow, Russia

As a Commercial Business Analyst you will act as a Business Partner, providing insightful and value-added analysis and decision support; to support the running of core business planning and analysis processes to ensure the effective and timely delivery of insightful, recurring or ad-hoc information, ensuring pro-active cross-functional liaison with business franchises and commercial teams.

## 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.

**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 \(PDF 30 MB\)](#)

Дивизион  
International  
Business Unit  
Sales  
Место  
Россия  
Сайт  
Moscow (City)

Company / Legal Entity  
RU07 (FCRS = RU007) Novartis Pharma LLC  
Functional Area  
Аудит и финансы  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

Job ID  
REQ-10079631

### **Commercial Business Analyst**

[Apply to Job](#)

Job ID  
REQ-10079631

### **Commercial Business Analyst**

[Apply to Job](#)

---

**Source URL:** <https://www.novartis.ru/careers/career-search/job/details/req-10079631-commercial-business-analyst>

#### **List of links present in page**

1. <https://www.youtube.com/watch?v=sSvtvcPp9g8>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
4. [https://novartis.talentsys.ru/gateway.html?recTitle=Commercial+Business+Analyst&requisition=REQ-10079631&redirect=https%3A%2F%2Fnovartis.wd3.myworkdayjobs.com%2Fen-US%2FNovartis\\_Careers%2Fjob%2FMoscow-City%2FCustomer-Service-Associate-\\_REQ-10079631-1](https://novartis.talentsys.ru/gateway.html?recTitle=Commercial+Business+Analyst&requisition=REQ-10079631&redirect=https%3A%2F%2Fnovartis.wd3.myworkdayjobs.com%2Fen-US%2FNovartis_Careers%2Fjob%2FMoscow-City%2FCustomer-Service-Associate-_REQ-10079631-1)
5. [https://novartis.talentsys.ru/gateway.html?recTitle=Commercial+Business+Analyst&requisition=REQ-10079631&redirect=https%3A%2F%2Fnovartis.wd3.myworkdayjobs.com%2Fen-US%2FNovartis\\_Careers%2Fjob%2FMoscow-City%2FCustomer-Service-Associate-\\_REQ-10079631-1](https://novartis.talentsys.ru/gateway.html?recTitle=Commercial+Business+Analyst&requisition=REQ-10079631&redirect=https%3A%2F%2Fnovartis.wd3.myworkdayjobs.com%2Fen-US%2FNovartis_Careers%2Fjob%2FMoscow-City%2FCustomer-Service-Associate-_REQ-10079631-1)