

# Senior Consultant, Management Consulting

Job ID  
REQ-10018822  
Aoû 12, 2024  
Mexique

## Résumé

The Senior Consultant – Management Consulting at Novartis is responsible for managing strategic business projects aimed at enhancing financial performance and securing future competitive advantages. This role supports the Novartis Group, CEO, and Executive Committee, while also collaborating with Senior Strategy Managers and Directors on key product initiatives.

## About the Role

### Major accountabilities:

#### Project Management:

- Lead and manage complex projects, ensuring timely and budget-conscious delivery.
- Act as a PMO for large teams, coordinating activities, and managing stakeholder communications.
- Ensure all projects achieve successful outcomes, with solutions designed and implemented according to agreed-upon methodologies.
- Manage project deliverables within the project's methodological framework, addressing risks as necessary.

#### Business Design and Strategy:

- Assess stakeholders' current business models and identify areas for improvement.
- Develop and implement strategic initiatives using methodologies like Waterfall and Agile.
- Generate strategic insights based on best-in-class analysis, supporting informed decisions by top leaders.
- Conduct in-depth analysis of business processes, identify pain points, and map initiatives for improvement.

#### Stakeholder Advisory:

- Advise stakeholders on crucial decisions regarding business model design and strategic initiatives.
- Conduct workshops and gather key information to determine current and target states.
- Develop and execute change management strategies to support organizational transformations.

#### Cross-functional Collaboration:

- Work with multicultural teams across various industries such as Financial Services, Retail, E-Commerce, and Pharma.
- Collaborate with remote teams and stakeholders in other regions to ensure alignment and achieve project

goals.

- Engage with internal stakeholders, functional departments, IT, and third-party vendors to ensure project goals are met.

#### **Data and Process Analysis:**

- Utilize data to generate insights and support decision-making.
- Conduct in-depth analysis of processes to identify pain points and map out areas for improvement.

#### **Change Management:**

- Develop and execute strategies for change management to support organizational transformations.
- Engage with stakeholders to ensure smooth transitions and adoption of new processes.

Qualifications:

#### **Educational Background:**

- Equivalent of a Bachelor's degree in Business Administration, Management, or related fields.
- Additional certifications in project management (e.g., PRINCE2, PMP) and Agile methodologies.

#### **Experience:**

- Over 5 years of experience utilizing consulting skills, with a proven track record in leading process improvement projects, driving strategic initiatives, and developing internal talent across various industries and geographies; experience with a Big4 consulting firm or equivalent internal consulting services is a plus.

#### **Skills:**

- **Analytical Thinking:** Advanced analytical skills to evaluate complex business issues and provide strategic solutions.
- **Problem-Solving:** Ability to identify key problems, diagnose root causes, and provide actionable recommendations.
- **Leadership:** Strong leadership and team management skills, with the ability to lead cross-functional and multicultural teams.
- **Communication:** Excellent verbal and written communication skills, capable of presenting complex ideas clearly and persuasively.
- **Stakeholder Management:** Expertise in managing stakeholder expectations and fostering strong relationships.
- **Project Management:** Proficiency in project planning, execution, and monitoring, ensuring projects are delivered on time and within scope.
- **Strategic Thinking:** Ability to develop and implement business strategies, keeping in mind long-term organizational goals.
- **Technical Proficiency:** Familiarity with data analysis tools and methodologies, as well as project management tools such as MS Project, JIRA, or similar.

#### **Industry-Specific Skills:**

- **Pharma/Lab Expertise:** Understanding of dynamics in the pharmaceutical and laboratory industries and their specific challenges and regulatory requirements.
- **Change Management:** Skills in developing and executing change management strategies to support

organizational transformations.

**Languages:**

- Proficiency in business English.

This leadership role demands a blend of strategic insight, project management expertise, and robust collaboration skills. The Senior Consultant will play a crucial part in delivering superior outcomes and driving long-term competitive advantage for Novartis.

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

**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>

Division

Operations

Business Unit

CTS

Emplacement

Mexique

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

BDL et planification stratégique

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams'

representative of the patients and communities we serve.

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