

# Head BPA, Middle East, Turkiye and Africa Cluster

Job ID  
REQ-10075357  
апр 20, 2026  
Объединенные Арабские эмираты

## Сводка

About the role:

The BPA head for the META cluster (based in Dubai) should bring robust BPA country operation experience together with robust business understanding. Need to have the experience in working in region or global roles, or ability to manage multiple countries, good project management skills & people leadership / influencing w/o authority. This expertise is crucial for coaching and guiding DRU BPAs, playing a strong role in shaping the cluster's strategy, and managing various stakeholders at Corporate, Regional, Cluster, and Country levels. With solid leadership and operational insight, the BPA head will be instrumental in driving META's ongoing success and expansion.

## About the Role

### Key Requirements:

- Manage the execution of regional / global strategies for own part of the organization.
- Deliver core management reporting and financial planning processes to ensure the effective and timely delivery of insightful, recurring or ad-hoc financial information.
- Lead the development of detailed budget and financial forecasts for use in Global and Regional, country, Business Franchise (BF), and Business Unit (BU) planning.
- Design and maintain early warning systems for financial tracking, ensuring accurate advance warning for all financial results.
- Proactively drive performance and carry out value-added analyses on financial data: Sales trends, Functional Expenses, Other Income and Expenses, Management Cash Flow, Capital Investments, life time costs for projects, NPV etc.
- Support the organization's leadership team with financial analysis (including Risks and Opportunities analysis), cost analysis and control and drive corrective actions.
- Conduct value added analyses, e.g. Resource Allocation, Profitability analyses, Benchmarking to recommend short -and long-term targets and improvement areas.
- Oversee the management and development of teams of experienced BPA professionals
- Manage the correct and timely implementation of BPA processes and policies and ensure adherence thereof, and lead or initiate key BPA projects.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

### Essential Requirements:

- Solid country BPA experience especially FP&A - must
- International experience - preferable

### Desirable Requirements:

- Deliver on financial targets (FTE, internal and external cost globally)
- Increase and maintain forecast accuracy
- Increase productivity and provide meaningful KPIs Quality and timeliness of data that enhances informative value of the content provided to Senior Management
- Provide Finance partnering to a mid-size P&L owner

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Сайт  
Dubai  
Company / Legal Entity  
АЕРО (FCRS = CH024) Novartis Pharma Services AG (Representative Office)  
Functional Area  
Аудит и финансы  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work

No

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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