NOVARTIS

Manager - Forecasting

Job ID
REQ-10042311
Mar 03, 2025
India

Summary

- -Explore, develop, implement and evaluate Digital innovation solutions that address customer needs. Co-create with key stakeholders to build partnerships and collaborations -Leads the delivery of multiple projects across a variety of creative and marketing channels, including print and digital media. Develop and coordinate project plans across the design, development and production stages of a project to support the successful delivery within set KPI's. -Works in collaboration with brand teams, technical teams and all functions to maximize value. -Provides consultancy, advice and assistance on strategy for commercialization of products, and influence marketing/Marketing Sales Operation team on decision making on Sales Force resource allocation in most optimal ways, through delivery of proven analytics based projects. -Provide analytics support to Novartis internal customers

About the Role

Position – Manager Forecasting

Location – Hyderabad #LI Hybrid About the Role:

About the Role:

We're looking for a skilled professional with more than 5.5 years of hands-on experience in forecasting and data-driven decision making. Explore, develop, implement and evaluate Digital innovation solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.

Lead the delivery of multiple projects across a variety of creative and marketing channels, including print and digital media. Develop and coordinate project plans across the design, development and production stages of a project to support the successful delivery within set KPI's. Provides consultancy, advice and assistance on strategy for commercialization of products, and influence marketing/Marketing Sales Operation team on decision making on Sales Force resource allocation in most optimal ways, through delivery of proven analytics-based projects. This role will work directly with internal stakeholder and reports to forecasting Lead

Your responsibilities include, but are not limited to:

- Create and deliver Forecasting solutions to Novartis Internal Customers as per Scope and support data enabled decision making by providing qualitative and quantitative analytics. Drive design and enhancement of existing services / deliverables (quality, productivity, value)
- Closely Interface with customers to understand and convert business requirements into solutions. Provide appropriate documentation and communication throughout the delivery of services
- Support in creation and maintenance of knowledge repositories, SOPs, quality checklists and Participate, lead and design various knowledge sharing sessions, training sessions. Build and Support in Functional

and Organizational business objectives and strategy
- Comply to all Novartis operating procedures as per legal / IT / HR requirements. Adhere to Novartis values and behaviors of Inspired, Curious, Unbossed and Integrity

Essential Requirements:

- Experience supporting multiple markets including Region and countries. Deeper understanding disease and Therapy Area and its application to forecast
- Experience in managing data and drive quantitative analytics to generate insights. Application of [EU5, China] Market Access, Healthcare and Pricing policies
- Deep understanding of Secondary Research support / validate assumptions. Expertise in handling datasets - IQVIA, Evaluate, IPD, Kantar, DRG et al.
- Supporting team in proposal writing and managing complex business problems. Train / mentor / guide junior members in the team

Desirable Requirement:

- Education: Pharma / Science /Engineering /Math / Statistics with post-graduation.
- Min 6 to 9 years to experience into Effective forecast story boarding, capturing key insights backed by relevant. Data and Quantitative Analytics, Business Analysis and Analog Analysis
- Hands on to advanced Excel, PowerPoint is must. Business Intelligence Tools/ VBA/ Python/ R/ JS good to have. Basic knowledge of statistics and its use in forecasting. Forecasting Experience: Epi based Forecasting for Inline, Pipeline and BD&L Products/ Brands. Trend Based Forecasting Experience,

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.

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

https://talentnetwork.novartis.com/network

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

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: 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
Location
India
Site
Hyderabad (Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Marketing
Job Type
Full time
Employment Type
Regular
Shift Work
No
Apply to Job

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Job ID
REQ-10042311

Manager - Forecasting

Apply to Job

Source URL: *https://uat2.novartis.de/de-de/careers/career-search/job/details/req-10042311-manager-forecasting*

List of links present in page

1. https://www.novartis.com/about/strategy/people-and-culture
2. https://www.novartis.com/careers/benefits-rewards
3. mailto:diversityandincl.india@novartis.com
4. https://talentnetwork.novartis.com/network
5. https://www.novartis.com/about/strategy/people-and-culture
6. https://talentnetwork.novartis.com/network
7. https://www.novartis.com/careers/benefits-rewards
8. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Manager---Forecasting_REQ-10042311
9. mailto:diversityandincl.india@novartis.com
10. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Manager---Forecasting_REQ-10042311