

Data Analyst

Job ID

REQ-10042905

Mar 04, 2025

Kazakhstan

Summary

- Supports managers & Leadership team with data analysis & automatic dashboards development
- Provides insightful and value-added analysis, reliable KPIs and precise numbers. May also be responsible for incentive scheme design, implementation and related payout calculation.
- Drives simplification, automatization & upgrade of all data-related business processes

About the Role

Major accountabilities:

- Autonomously manage Business PowerBI dashboards, sales force effectiveness topics
- Responsible for Sales Force Effectiveness tools management for the assigned area
- Contact point for all information related to Sales Force Effectiveness/ Sales & External data analysis
- Project management of specific initiatives and ad-hoc analysis
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Key performance indicators:

- Quality of analysis Call Planning and Field Analytics, external data sources, Sales in - Sales out data
- Management of Customer Relationship Management system(s) including data maintenance, field force support and training

Minimum Requirements:

Work Experience:

- Working experience within the pharmaceutical industry or in Data Analytics / SFE area

Skills:

- Adaptability.
- Business Dashboards (PowerBI)
- Commercial Excellence.
- Cooling Systems.
- CRM (Customer Relationship Management).
- Curiosity.
- Customer Retention.
- Customer Service.
- Efficiency.

- Microsoft Excel.
- Resource Allocation.
- Sales.
- Salesforce Crm.
- Security Policies.
- Team Player.

Languages :

- English.

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Division

International

Business Unit

Innovative Medicines

Location

Kazakhstan

Site

Kazakhstan

Company / Legal Entity

KZP0 (FCRS = CH024) NPHS Almaty RO Kazakhstan

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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