

Senior Manager

Job ID
REQ-10049756

4月 30, 2025

India

摘要

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 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. -May lead the Sales Planning function and team for one or multiple countries.

About the Role

Major accountabilities:

- Planning and management, gather requirements to develop detailed Project plans and Project estimations to task level.
- Proactively assist the Business to identify upcoming conflicts and resource gaps.
- Serve as interface with the global and local Brand teams on Project Planning and delivery management.
- Leads and delivers projects for Regional and global teams, ensuring adherence to timelines and quality objectives.
- Work closely with Franchise and BU Heads to develop an effective SFE strategy.
- Ensures delivery of efficient and high-quality deliverables.
- Works with other teams (Sizing, Targeting, Call Planning, Incentives etc.) to leverage the cross-functional synergies
- Work with functional team leads to drive resolution of issues, risk mitigation, cross-term communication, and escalation as required
- Works towards build-up of functional capabilities to expedite transition of value-added projects from third party to internal teams
- Manages an efficient and high-quality team that promotes synergy and best practice sharing among resources, drives collaboration with Country Organizations in managing high standards of communication and delivering best in class services.
- Provide guidance on training requirements in relation to Commercial processes -Takes initiative to drive standardization of reports across brands

Key performance indicators:

- Quality and accuracy of geography designs and Sales force placements.
- Good customer satisfaction scores.
- Ability to manage multiple stakeholders / projects.

Minimum Requirements:

- Commercial experience and/or leadership experience in healthcare.
- Effective communication/knowledge/Best Practice sharing and Tracks performance, utilization, and quality of output through monthly business reviews. Execute agreed targets for self and team
- Familiarity with the US Geography
- Able to navigate Javelin and Zaidyn suites comfortably
- Mandatory Tools knowledge: Javelin and Zaidyn Suites, MS Office, Dataiku and Python; especially JTD.
- Familiarity with Geography Design and implementation process. Able to work on end-to-end deployment (including geo design, placements, and call planning) of Sales Forces.
- Ability to manage multiple stakeholders / projects
- Is proactive in planning; anticipating change and acting in accordance; drive meticulous implementation of team goals and metrics.
- Grooms and develops talent, implements succession planning and mentor associates for higher responsibilities. Conducts performance appraisal of team members and manage the training needs of the group.
- Past work reflects a track record of operational excellence in SFE /FFO/ Data & Products space

Work Experience:

- Graduate / Postgraduate in Engineering/Pharmacy/ Science/Statistics or related fields
- Overall 8+ years of experience, with 6+ years in SFE /FFO/related analytics function with a leading pharma company/service provider
- Cross Cultural Experience
- Project Management
- Operations Management and Execution

Skills:

- Agility
- Analytical Thinking
- Brand Awareness
- Business Analytics
- Cross-Functional Collaboration
- Project Management
- Resource Management
- Stakeholder Management
- Strategic Marketing
- Javelin Territory Design

Languages :

English

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 all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to di.cz@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

部门
US

Business Unit
Universal Hierarchy Node

地点
India

站点
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

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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.

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