

Analyst

Job ID
REQ-10056169

9月 02, 2025

India

摘要

Provide analytics support to Novartis internal customers (Countries & Regional marketing and sales teams) on various low-medium complexity analytical reports. -Support and facilitate data enabled decision making for Novartis internal customers by providing and communicating qualitative and quantitative analytics. -Support business in building practice by involving in various initiatives like knowledge sharing, on-boarding and training support, support team lead in all business related tasks / activities, building process documentation and knowledge repositories -To be an integral part of a comprehensive design team responsible for designing promotional marketing materials.

Responsible for delivering Call plans/Alignments to support the Field teams in reaching HCPs/Patients.

About the Role

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Acts as a function level SME, works on multiple client engagements with collaborating with teams members to produce high quality results. Provide though leadership and innovation, lead initiatives of process excellence and possesses very strong analytical skills

Your responsibilities include, but are not limited to:

- Help develops new service offerings in close collaboration with functional and account management teams
- The responsibilities for this role include but not limited to deliver Call planning/ Refinements / Territory Alignments / Incentives independently with high quality, on time, error-free and in line with requirements.
- Able to communicate effectively and handle client calls independently. Should be able to contribute to ideas in team huddles for process improvements. Continuously improve processes by eliminating redundancies and inefficient process.- Should have proven ability to guide and Onboard new members quickly.
- Should be able to cross collaborate and identify bottle necks in newer processes or launches
- Build and deliver below customer requirements as per agreed SLAs (timeliness, accuracy, quality, etc) and drive excellent customer service
- Hands on to Customer segmentation & targeting, Field-force optimization, Territory alignment, Incentive compensation (Plan-Design-Admin), Territory sales performance reports, Activity (QTQ) performance reports, Others SFE support, Call plan management and Territory action plan report
- Deliver services through structured project management approach with appropriate documentation and communication throughout the delivery of services

What you ' ll bring to the role:

- Should be customer service oriented and strong and proactive business results-focus, and proven track record to provide insights that increase efficiency
- Support team leaders in recruitment and on-boarding of new associates within the organization. Leads capability building by actively prioritizing various knowledge sharing sessions that enables growth and improves quality of CSP Hyd deliverables across the function.
- Stay in sync with all internal functional operating procedures like time tracking, critical metric tracking and strong analytical thinking with problem solving approach.
- Build and maintain standard operating procedures (SOPs), quality checklists that will enable excellent quality outputs for all outputs within the function. Develop and maintain knowledge repositories that captures qualitative and quantitative reports of brands, disease areas, macroeconomic trends of Novartis operating markets, etc.
- Reporting, and other internal systems and processes. Comply to all Novartis operating procedures as per legal / IT / HR requirements

Desirable requirements:

- University/Advanced degree is required, Master ' s degree in fields such as business administration, finance, computer science or technical field is preferred
- Experience (2+ years) in [Hands-On | Snowflake (SQL), ETL, Data Model Design IC, Pharma Analytics in a market research firm or pharmaceutical company or Pharma KPO and should

- have an understanding of Pharmaceutical business including its regulatory environment.
- Hands on to Dataiku, JCPM, JAMS, Python, SQL, Excel, Powerpoint, Zaidyn (good to have). Experience on JTD is required in case of Alignment hiring. Should be keen on learning new tools and techniques and adapt to technological transformations

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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部门
International

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.

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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