

Manager - Forecasting

Job ID
REQ-10058583

7月 31, 2025

India

摘要

We are seeking a highly skilled and motivated Forecasting Manager who will be responsible for delivering pipeline forecasts that shape the future of the Novartis portfolio.

#LI-Hybrid

Location: Hyderabad, India

Join the Strategy & Growth (S&G) team as a Forecasting Manager. You will collaborate with Therapeutic Area Strategy teams, Commercial Marketing teams, and cross-functional teams to support investment decisions. Your innovative solutions will enhance forecasting quality and efficiency.

About the Role

Key Responsibilities:

- Execute projects entailing, but not limited to:
- Strategic forecasting for pipeline products
- Lifecycle management forecasting for inline and pipeline products
- BD&L opportunity assessments
- Assumption and analog building on parameters of patient funnel
- Comprehensive forecasting assessments in PPT decks for leadership and board reviews
- Analyses of strategic business questions
- Deliver forecasts through structured approach with appropriate documentation and communication.
- Leverage databases, secondary desk research, MR to capture insights on assets, disease areas and markets.
- Actively participate in knowledge-sharing sessions to enhance knowledge and delivery quality.
- Leverage new data and technologies to enhance forecasting delivery.
- Work with CI, PMR and Business Analytics to build comprehensive assessments.
- Collaborate with internal team and external vendors to deliver critical projects and build new capabilities.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements. Adhere to operating procedures and processes, including time tracking, mandatory trainings.

Essential Requirements

- 5+ years in pharmaceutical/ healthcare forecasting, pipeline/ epidemiology forecasting.
- Strong ability to comprehend and synthesize data into actionable insights.
- Solid domain knowledge of the Global pharma market, including the US, JP, and EU regions.
- Proficiency in using pharma and clinical trial databases.
- Experience in conducting secondary data research or desk research on forecasting parameters.
- Expertise in epidemiology-based forecast modeling and long-range forecasting.
- Understanding of patient/forecast flow and Target Product Profile (TPP).
- Graduate / Postgraduate in Engineering / Pharmacy / Medicine / Science / Statistics / Business

Desirable Requirements

- Exceptional business acumen and stakeholder management skills.
- Proven experience working in a matrix environment.

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.

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

Strategy & Growth

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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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.

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