

Manager Forecasting

Job ID
REQ-10064861

10月 16, 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.

Join the Strategy & Growth (S&G) team as a Forecasting Manager, driving pipeline forecasts that shape the future of Novartis. Collaborate with Therapeutic Area Strategy teams, Commercial Marketing teams, and cross-functional teams to support investment decisions. Bring innovative solutions to 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 a structured approach with appropriate documentation and communication.
- Independently engage with stakeholders to gather inputs, align on assumptions, and present outputs.
- Leverage databases, secondary desk research, and 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 teams and external vendors to deliver critical projects and build new capabilities.
- Provide guidance and support to junior team members as needed.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements.
- Adhere to operating procedures and processes, including time tracking and 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.

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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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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