

Director, Forecasting Excellence

Job ID
REQ-10066636

11月 14, 2025

Switzerland

摘要

Location: Location: Basel Switzerland or East Hanover NJ / Cambridge MA. If applying in the US, please refer to REQ-10066635. LI-#hybrid

The Strategy & Growth Portfolio Insights Forecasting team is seeking a new Director of Forecasting Excellence. This individual will oversee and assess transparent, evidence-based long-term forecasts and assumptions, including both modelling and the ability to generate and validate insights to support key assumptions, across the oncology solid tumor therapy area. The Director will also be able to synthesize key risk and opportunities in commercial assessments across programs and the portfolio.

About the Role

Key responsibilities:

- Is the subject matter expert in long-term revenue forecasting in **Oncology Solid Tumor** therapy area
- Develops and maintains indication-specific and epidemiology-based sales forecasts for pipeline and in-market brands on both an as needed and evolving basis
- Works collaboratively with the Strategy & Growth (S&G), US and International (INT) teams, as well as other cross-functional partners, to ensure market insights are integrated into forecasts, and US & INT numbers rolled into a single set of brand numbers
- Coordinates with and obtains alignment from key stakeholders, including US & INT, on critical assumptions and generating and aligning on the treatment journey.
- Identifies key risks and opportunities inherent in the forecast and employs appropriate methodologies for addressing and communicating these.
- Monitors the industry to remain informed of best practices, identifies opportunities to leverage new techniques and technologies that will enhance modelling and forecasting capabilities
- Consolidates and summarizes sales forecast assumptions, methodology, and results to all relevant systems and platforms
- Provides forecast models, assumption guidance, and training to S&G, US, INT colleagues and priority country teams
- Coaches and mentors junior colleagues

Essential Requirements:

Education:

- Bachelor's degree in Science/Economics/ Statistics/Engineering/Business/related field required; MBA or advanced degree in one or more fields strongly preferred.

Languages:

- Fluent oral and written English, other language(s) are an additional asset

Experience/Professional requirement:

- Minimum 7 years of experience in Biotech/Pharmaceutical industry, life sciences consulting with commercial assessment experience; in-market commercial, finance, or new product planning experience strongly preferred
- Direct experience in assessing and forecasting oncology solid tumor projects
- Familiarity with epidemiology sources, IQVIA, Evaluate Pharma, claims, and other standard pharmaceutical data
- Experience incorporating big data analytics, competitive intelligence, primary & secondary market research into forecast models
- Comfortable with identifying and implementing AI solutions where appropriate
- Strong understanding of forecast methodologies, including expertise in patient-based forecast modelling, risk simulation (i.e. monte carlo)
- Expertise in translating inputs from cross-functional business partners into forecast model assumptions
- Demonstrated ability to work independently with minimal direction

- Strong project management skills, with the ability to manage multiple projects simultaneously
- Effective team building and consulting skills, with demonstrated ability to work collaboratively in cross-functional teams
- Excellent written, verbal, and presentation skills

Commitment to Diversity & Inclusion:

We are 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 any order to receive more detailed information about essential functions of a position, please send an e-mail to inclusion.switzerland@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

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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Business Unit
General Management

地点
Switzerland

站点
Basel (City)

Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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