Director, Product Commercial Assessment & Insights

Job ID
REQ-10066636

3 02, 2026

Switzerland

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

The Strategy & Growth Enterprise Portfolio Insights team is seeking a new Director, Product Commercial Assessment & Insights (PCAI). This individual will assess and generate transparent, evidence-based long-term revenue assessments for the therapeutic area portfolio, pipeline and marketed products of Novartis. The responsibilities include leading or updating long-term forecast updates for new and existing programs and providing opportunity assessments. The Director will also be able to synthesize key risks and opportunities in commercial assessments across programs and Therapy Area/portfolio level. The director will work within one of four key therapeutic areas (cardiovascular, immunology, neurology, or oncology) within Novartis.

About the Role

Key responsibilities:

- Has a deep understanding and hands-on experience directly supporting and leading forecasting, new product planning & commercial assessments with at least one therapeutic area expertise (cardiovascular, immunology, neurology, or oncology)
- Able to synthesize key insights and clear communicate features of market opportunity assessments, patient journey mapping, HCP/patient insights, competitive intelligence, and positioning strategies to determine clear risks and opportunities for a specific program
- Has the ability to synthesize complex data into constructing clear and simple narratives and strategic recommendations for senior leadership through impactful presentations and visualizations.
- Develops and maintains indication-specific and epidemiology-based sales and volume forecasts for pipeline and in-market brands on both an as needed and evolving basis for a designated therapeutic area.
- Works collaboratively with the Strategy & Growth (S&G), US, and International (INT) teams, as well as other cross-functional partners, to ensure product and market insights are integrated into forecasts, and that US & INT numbers are then rolled into a single set of approved brand numbers
- Coordinates with and obtains alignment from key stakeholders, including US & INT, on critical assumptions and generating and aligning on the treatment journey.
- Consolidates and summarizes sales forecast assumptions, methodology, and results to all relevant stakeholders, systems and platforms
- Works on an as needed basis on supporting forecast development and insight generation for licensing and M&A opportunities under guidance of C&BD colleagues within S&G
- Coaches and mentors junior colleagues

Essential Requirements:

Education:

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

Languages:

- Fluent in oral and written English, other language(s) are an added bonus

Experience/Professional requirement:

- Minimum 10 years of experience in Biotech/Pharmaceutical industry, life sciences consulting with commercial assessment experience; in-market commercial, finance, and/or new product planning experience.
- Familiarity with epidemiology sources, IQVIA, Evaluate Pharma, claims, and other standard pharmaceutical databases

- 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
- Expertise in translating inputs from cross-functional business partners into commercial forecast models
- 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 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 diversity.inclusionch@ 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

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

Strategy & Growth

Business Unit
General Management

Switzerland

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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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69a6664f06e28150450876"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; //Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth   var config = { targetId:
"kalturaplayer69a6664f06e28150450876", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", //Default: bottom;(' left' , ' right', ' top' , 'bottom' ) to
enable transcript expandMode: "over", //Default: alongside;(' alongside', ' hidden' , 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get.
```

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KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };


try { var kalturaPlayer = KalturaPlayer.setup(config); //Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } //Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } }); }); }); } } catch (e) { console.error(e.message) }
```


VIDEO

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2. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Basel-City/Director--Forecasting-ExcellenceREQ-10066636-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Basel-City/Director--Forecasting-ExcellenceREQ-10066636-1