

Group Lead - Forecasting

Job ID
REQ-10068790

2月 03, 2026

India

摘要

The Group Lead, Forecasting will provide strategic oversight, methodological leadership, and operational support for forecasting across a designated product or portfolio of products within a disease area, with a strong emphasis on Oncology. The role will serve as the single point of contact (SPOC) for Therapy Area teams or the nominated CMA Integrated Insights / Commercial/S&G FCE lead for all forecasting-related matters, supporting international commercial decision-making.

The incumbent will be accountable for delivering robust, credible, and decision-oriented forecasts across the product life cycle (early pipeline, launch, in-market, and LOE) and for translating complex market, clinical, and competitive dynamics into actionable forecast assumptions and scenarios. Working closely with cross-functional partners (e.g., Integrated Insights, Business Analytics, Competitive Intelligence, Market Access, Medical, and Primary Market Research), the role will ensure forecasting outputs are fully integrated into strategic planning, valuation, and portfolio decisions.

This role carries full people leadership responsibility for a high-performing forecasting team supporting priority Oncology brands and portfolios, with mandatory international exposure and experience leading international forecasting engagements.

About the Role

Group Lead - Forecasting

Location - Hyderabad #LI Hybrid

Major Responsibilities:

- Critical Thinking & Innovative Mindset

Apply strong critical thinking to challenge assumptions, identify biases, and ensure forecasts are robust, credible, and decision ready.

Proactively question conventional approaches and drive innovative forecasting solutions tailored to complex Oncology and international market dynamics.

Encourage hypothesis-driven thinking, scenario exploration, and thoughtful debate within the team and with senior stakeholders.

Champion innovation in forecasting methodologies, including new data sources, advanced analytics, and emerging digital or AI-enabled approaches, where appropriate.

- Strategic Forecasting Leadership

Lead end-to-end forecasting across pipeline, launch, in-market, and LOE stages for Oncology brands and portfolios, ensuring high-quality outputs that support strategic and financial decision-making.

Remain hands-on and directly contribute/execute on priority and complex forecasting projects, especially for high-impact assets, launches, or senior leadership requests.

Serve as the primary forecasting SPOC for Therapy Area teams and International Commercial stakeholders.

- Forecast Development & Integration

Guide the development of epidemiology, patient flow, uptake, share, pricing, and access assumptions using an integrated, outside-in approach.

Ensure strong integration of forecasting with competitive intelligence, primary market research, brand analytics, sales force analysis, and market access insights.

Provide functional leadership on scenario planning, sensitivities, risk assessments, and upside/downside analyses.

- Oncology & Disease Area Expertise

Bring deep Oncology forecasting expertise, including experience across complex treatment paradigms, biomarker-driven segmentation, evolving standards of care, and competitive intensity.

Support indication prioritization, launch sequencing, and portfolio optimization across franchises and geographies.

- Governance, Rigor & Best Practices

Provide guidance on key forecasting processes including IPS / Situational Analysis inputs, Unified Patient Journey, and alignment of strategic planning assumptions.

Ensure transparency, documentation of assumptions and methodologies for senior leadership and governance forums.

Drive continuous improvement in forecasting tools, processes, and ways of working

- Cross-Functional & International Collaboration

Partner with international teams across regions to ensure forecasts reflect local market realities while maintaining global consistency.

Lead and facilitate discussions in complex, matrixed, and multicultural environments.

Support international brand launches and lifecycle milestones, ensuring forecasts are aligned with performance expectations.

- People & Talent Leadership

Lead, coach, and develop a team of forecasters supporting high-priority Oncology brands, while also maintaining hands-on involvement in key project delivery.

Balance people leadership with direct ownership of complex analyses, models, and senior-level deliverables.

Drive performance management, capability building, and succession planning in collaboration with functional leaders.

Foster a culture of analytical rigor, accountability, critical thinking, and strategic problem-solving.

- Value Creation & Innovation

Demonstrate an innovative mindset by continuously rethinking forecasting approaches, tools, and assumptions to improve accuracy and strategic relevance.

Drive hypothesis-led forecasting, advanced scenario planning, and non-linear thinking to support high-stakes strategic decisions.

Contribute to the development of new forecasting services, methodologies, and best practices that elevate forecasting maturity across the organization.

Identify opportunities to expand forecasting impact across the portfolio and customer footprint through creative problem-solving and value-focused insights.

Contribute to the development of new forecasting services, advanced analytics, and innovative approaches to enhance decision support.

Minimum Requirements:

Education

- Master ' s degree in science, Medicine, Business, or related field is essential.

Experience & Skills

- 15 years of relevant experience in pharmaceutical forecasting, commercial analytics, or strategic consulting.
- Mandatory experience leading Oncology forecasting teams across international markets.
- Strong international experience, including direct engagement with global and regional stakeholders.
- Deep understanding of forecasting methodologies, assumptions development, and scenario planning.
- Proven ability to translate complex data into clear, actionable insights for senior leadership.
- Superior analytical skills with high proficiency in Excel and forecasting / visualization tools.
- Fluency in English with strong written and verbal communication skills.

Desirable Requirements

- Project management excellence in leading international, cross-functional teams in a highly matrixed environment.
- Demonstrated people leadership experience, with the ability to manage multiple teams and projects simultaneously.
- Exposure to portfolio valuation, BD&L support, and strategic planning is an advantage.

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 \(PDF 30 MB\)](#)

部门
International

Business Unit
Marketing

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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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer6981de848ecdc120301927"); 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 < originalWidthValue) {
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"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
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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:
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-
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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';
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false, playlistEvents: false, castEvents: false } };

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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) }

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VIDEO

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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