NOVARTIS

Associate Director, Strategic CI, Enterprise Competitive Intelligence

Job ID
REQ-10070291

3   16, 2026

India

About this role:
#LI-Hybrid
Location: Hyderabad, India
Domestic Relocation Support: Yes

Ready to shape how Novartis understands the competitive landscape? As the Associate Director, Strategic CI, Enterprise Competitive Intelligence (ECI), you will play a critical role in operationalizing the CI strategy for Novartis. You will focus on the delivery, coordination, and execution of priority CI workstreams, enabling the Head of ECI Strategy and broader ECI Leadership Team to drive strategic value across the pipeline, portfolio, major markets, and enterprise priorities. Your role will also entail emphasis on cross   functional coordination, structured execution, governance support, KPI and dashboard management, and enabling high   quality CI outputs across Social Intelligence (SI), Manufacturing CI, and cross   Therapeutic Areas (TAs) intelligence domains. Additionally, by empowering and developing talent in Hyderabad and fostering a culture of collaboration and knowledge sharing, you will turn insight into impact for patients worldwide.

About the Role

ECI Strategic Visioning and Execution

- Articulate and drive ECI vision, supporting enterprise goals and priorities.
- Serve on the ECI Leadership Team representing SI, Manufacturing CI and above/across TA CI and ECI operations and governance.
- Lead change management efforts, including active sponsorship, clear communication, and maintaining focus on enterprise-wide benefits.
- Bring in industry best practices and disruptive ideas to strengthen the practice of CI.

Governance

- Manage Strategic CI KPIs, scorecards, and performance dashboards and drive continuous improvement.
- Manage annual strategic CI planning and prioritization and safeguard strategic CI compliance with governance, regulatory (including GxP), and prioritization frameworks.
- Manage strategic CI project timelines, budgets, resourcing trackers, and vendor coordination undefined

Cross Portfolio & Cross TA CI Execution

- Lead execution of cross-portfolio CI analyses using advanced frameworks and internal/external intelligence to inform strategy.
- Spearhead enterprise-level competitor assessments, productivity benchmarking, policy/regulatory reviews, and technology landscape deep dives.
- Contribute to scenario planning, early signal monitoring, and strategic CI reporting.

Social Intelligence Execution

- Oversee and evolve Novartis' Social Intelligence (SI) program, including data intake, analytics coordination, and vendor engagement.
- Design frameworks to synthesize insights on digital trends, sentiment, online community engagement, and early warning indicators
- Forge strategic partnerships to integrate SI into units/functions' strategies and ensure adherence to 1P1R process & GxP compliance.

- Define tools and database access requirements to deliver integrated and stand-alone analyses.

Manufacturing & Technical Operations CI Support

- Lead CI initiatives for Contract Development & Manufacturing Organization (CDMO) ecosystems, manufacturing capacity tracking, outsourcing trends, and supply chain intelligence.
- Lead structured research on competitor manufacturing capabilities, advanced process technologies, biosimilar strategies, and make vs. buy patterns

Above/Across TA CI Execution

- Lead CI analysis for businesses, steering benchmarking efforts in R&D productivity, cycle time, regulatory trends, policy shifts, and science/tech inflection points).
- Lead creation of foresight deliverables covering near, mid-, and long-term enterprise disruptors.

Essential Requirements

- Advanced degree or equivalent experience in life science/healthcare required; science-based masters or MBA preferred, with leadership experience in pharma sector competitive intelligence and people management, including coaching and mentoring teams across science and commercial functions
- 12+ years in pharmaceutical/biotech CI, market intelligence, R&D strategy, commercial analytics, or related fields, with strong project management and stakeholder management, and the ability to coordinate cross-functional initiatives involving multiple stakeholders.
- Excellent oral and written English communication skills outstanding analytical and research abilities, with a proven record of synthesizing data into executive-ready insights and exposure to social intelligence, digital analytics, manufacturing/technical CI, or competitive/scientific analyses.
- Demonstrated learning agility, integrity, collaborative mindset, energy, drive, achievement orientation, high work ethic, and strong financial and business acumen

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)

US

Business Unit
General Management

India

Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = INO10) Novartis Healthcare Private Limited

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

```javascript
  function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b9054c3fa83459287787"); 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:
"kalturaplayer69b9054c3fa83459287787", provider: { widgetId: "1Om7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: O }, 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:
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

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 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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