

Forecasting Head

Job ID
REQ-10072953

3月 02, 2026

India

摘要

To lead the Forecasting function within FI&A, S&G as a strategic, insight-driven and functionally strong capability. The Forecasting Head will bring thought leadership, drive excellence in forecasting process, and build a scalable, future-ready team. This role ensures delivery of robust, scenario-based forecasts that inform strategic decisions across TAs, FCE teams, and broader S&G priorities. The leader will also be accountable for developing a strong functional career path for associates, fostering a high-performing, agile, and collaborative culture aligned with S&G and FI&A objectives.

About the Role

Major accountabilities:

- Overall responsibility:
 - Set and communicate a compelling long-term vision for the forecasting function, aligning team objectives with S&G strategy.

- Lead Hyderabad based Forecasting team to deliver best-in-class, end-to-end forecasting support across S&G (TAs and FCE teams), with functional and technical expertise.
- Be the primary POC for forecasting queries for Novartis stakeholders.
- Drive thought leadership in forecasting, together with key stakeholders, to create scale and tangible impact
 - Proactively assess the overall evolving support needs and adapt as needed.
 - Encourage a culture of innovation. Promote the adoption, and implementation of latest forecasting best practices, tools, and process standardizations to ensure exceptional quality.
- Lead team through organizational change, fostering agility and resilience within the team during periods of uncertainty or transition.
- Represent Forecasting in FIA leadership team and support FI&A head in building a highly collaborative Forecasting, Insights & Analytics group.
- Team leadership (direct reports - 4-5 at level 5 and indirect reports 40 level 3-4):
 - Lead a medium sized team of 40 associates, including management of managers
 - Build and lead a team of forecasting experts. Empower leaders to take accountability of their areas, fostering a culture of ownership and high engagement. Responsibilities include but not limited to
 - Manage project and resource planning to support the teams in their forecasting needs
 - Ensure on-time, high-quality delivery by establishing and monitoring KPIs Maintain transparency into budgets, optimize deployment of resources and identify areas of improvement / productivity.
 - Develop and execute a comprehensive talent strategy for succession planning, targeted upskilling, top talent retention, attrition management and leadership development.
 - Exemplify a culture of inclusiveness through collaboration, feedback, recognition and ensuring diverse perspectives are valued.
 - undefined

Essential Requirements

- >15 years of relevant experience including 5+ years of experience managing teams (experience of leading people managers preferred)
- Strong understanding of the S&G operating model including priorities of different teams
- Demonstrated expertise in forecasting techniques, modeling, assumption building, and hands-on experience in assessing, challenging, and renovating forecasting approaches.
- Proven ability to manage complex delivery portfolios, including prioritization, resource allocation, risk mitigation, making process improvements and bringing innovation.
- Excellent communication and stakeholder management skills (including working with a matrix and geographically dispersed environment)
- Curious and unbossed leadership mindset.
- Education
- Minimum: University degree and MBA or professional qualification in related field, e.g., business, life sciences, analytics
- Prior experience in analytics, forecasting for complex quantitative and qualitative data analysis is desirable
- Languages

- Fluent spoken and written English

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部门
Strategy & Growth

Business Unit
General Management

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69a59348ef99d886794926"); 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) {
var config = { targetId:
"kalturaplayer69a59348ef99d886794926", 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:
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 } };
```

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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: "1_dgfvmafo"}); 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.

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