

## Specialist - GTM Operations, Analytics & Launch Planning

Job ID  
REQ-10075788

4月 13, 2026

India

### 摘要

The Specialist - GTM Operations, Analytics & Launch Planning is a high-impact, execution-critical role within the Future Readiness, Launch & Field Operations team. You will be at the intersection of strategy and ground-level execution – helping ensure that the right talent is placed in the right field role at the right time, with data-backed decisions and operational precision.

This is not a coordination role. You will own end-to-end field deployment workflows, generate insights that inform go-to-market readiness, and partner with US Operations, P&O, Legal, and Field Leaders to drive fair, compliant, and business-aligned placement outcomes – for multiple brands.

### About the Role

Location - Hyderabad #LI Hybrid

## Key Responsibilities:

- **Field Deployment Planning:** Design and manage end-to-end placement and assignment workflows for US field forces, ensuring alignment with business priorities, territory design, and vacancy requirements.
- **Analytics & Insights:** Generate and interpret placement reports, coverage metrics, vacancy trends, and workforce utilization data to support timely, evidence-based decision-making.
- **Launch Readiness Support:** Partner with GTM and launch teams to ensure field force deployment is aligned with product launch milestones and go-to-market strategies.
- **SOP & Governance:** Develop, document, and maintain standard operating procedures and governance frameworks for field force deployment and operational workflows.
- **Stakeholder Communication:** Communicate placement decisions, assignment details, timelines, and transition updates with clarity and professionalism to relevant stakeholders across US and GCC teams.
- **Compliance & Confidentiality:** Ensure all placements adhere to internal policies, legal requirements, and applicable operational standards while handling sensitive employee information with the utmost discretion.
- **Project Execution:** Lead and deliver projects for business and field teams, managing multiple priorities in a fast-paced, deadline-driven environment with high-quality outcomes.

## Essential Requirements:

- Bachelor's degree in Human Resources, Business Administration, Operations, Supply Chain, Engineering, or a related field – or equivalent practical experience
- 4+ years of experience in field force operations, geographic or territory design, and launch readiness within pharma or life sciences
- Familiarity with territory design and optimization tools such as Javelin Territory Designer /JTD (Must Have)
- Intermediate to advanced Excel skills with experience in databases and reporting tools
- Strong written and verbal communication skills with an ability to simplify complex operational information for diverse audiences
- High attention to detail, accuracy in recordkeeping, and a track record of managing sensitive information with professionalism.

## Desirable Requirements:

- Analytical Thinking
- Placement Planning & Field Operations
- Confidentiality & Discretion

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a

part of this mission and join us! Learn more  
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You ' ll receive:You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

#### 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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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  
US

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

```
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sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
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(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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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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```

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](mailto: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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