NOVARTIS

Senior Manager, Forecasting, Enterprise I&A

Job ID
REQ-10092071

十一月 05, 2026

India

摘要

The AIDE organization will enable Insights & Analytics to engineer the optimal decision environment for the US business by orchestrating, integrating, and synthesizing insights and analytics across therapeutic areas, functions, and the enterprise.

The Senior Manager, Forecasting will lead development and support presentation of high-quality, assumption-driven forecasts and value assessments to support decision making across pipeline assets, BD&L opportunities, and Established Medicines portfolio. The role will cross-functionally partner to ensure alignment on key inputs, drive forecast governance, and documentation standards, and enable leadership with insights on performance drivers, upside/downside, and investment trade-offs. The role brings analytical rigor, deep functional expertise, and project management capabilities to translate market dynamics, strategic choices, and evidentiary uncertainty into transparent forecast narratives, risks, and scenarios.

About the Role

Senior Manager, Forecasting
Location - Hyderabad #LI Hybrid

Major Accountabilities

- Develop and maintain realistic, transparent, and assumption-driven forecasts for the Established Medicines (EM) brands and select pipeline/launch assets.
- Establish and co-own forecast assumptions and documentation, leveraging analogs, epidemiology/patient flows, competitive intelligence, and insights from cross-functional partners (e.g., Finance, Marketing, Market Access, Medical, HEOR, Supply)
- Quantify impact of key market dynamics and internal events (e.g., LOE, pricing actions, contracting, indication expansion, label changes, supply constraints) through scenario analyses, sensitivities, and risk/opportunity assessments
- Enable forecast tracking for Established Medicines (forecast-to-actuals), identify drivers of variance, recommend corrective actions, and refresh assumptions/models as needed
- Support Pipeline deliverables (e.g., USLRF, FCC and updates) by providing timely forecast updates, clear narratives, and alignment on key assumptions and scenarios
- Support standardization, simplification, and automation of forecasting processes and outputs (e.g., templates, model libraries, data pipelines, dashboards) to improve scalability, transparency, and speed
- Provide forecast support for select BD&L opportunity assessments and due diligence, including market sizing, revenue modelling, scenario planning, and articulation of key uncertainties and value drivers
- Maintain accountability for high-quality, timely forecasting deliverables and insights; apply advanced analytical approaches (e.g., statistical modeling, machine learning) when appropriate to improve accuracy and decision support. Support AIDE leadership in talent management, cross-team hiring, organizational operations, and I&A and site level priorities.

Minimum Requirements

- Min. 8 years of pharmaceutical forecasting (in branded business)/ data analytics/ sales ops experience; experience in pipeline and marketed product(s) preferred; experience in Specialty or Rare Disease preferred. Undergraduate degree in business, or STEM major required.
- Expertise in Forecasting and analytics capability with focus on the US market and know-how of skills and nuances pertaining to the market.
- Ability to work with cross-functional partners, excellence in consensus building and communicating uncertainty, and be able to explain issues from aggregate trends to modelling

mechanics.

- Working knowledge of the US pharmaceutical commercial model and its data and analytics ecosystem.
- Proven experience working with pharmaceutical datasets (Rx, APLD, etc). Experience using data to support business decisions, return on investment/ financial modelling, and statistical analysis.
- Proven self-starter with high standards of excellence and an innovative mind.
- Strong interpersonal, communication, and analytical skills.
- Ability to manage multiple projects and consistently meet deadlines.
- Ability to excel at interacting with a diverse group of people, all levels of management, including leadership; maneuvers well to get things done; maze bright; knows where to go to get what he/she needs; politically aware and agile; knows the right thing to do; presents views and arguments well.
- Change management and project management experience. Excellent PowerPoint and Excel skills.

Essential Requirements

- Preferred to have master ' s degree in analytics, data modeling, or finance workstreams
- Experience operating through a large-scale organizational transformation or operating model redesign
- Experience across multiple enterprise analytics organizations and experience in establishing capabilities in GCCs
- Breadth in experience in forecasting techniques, projects and managing stakeholder constraints across different brand portfolios and markets
- Fluent English, other languages desirable.

Location: Hyderabad NKC | Hybrid | 3 days a week in office is mandatory.

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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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af2538b497cd355541234", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.plugins["googleAnalytics"]) { 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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// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }
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