

# Manager Forecasting

Job ID  
REQ-10072791  
апр 09, 2026  
Индия

## Сводка

We are seeking a highly skilled and motivated Forecasting Manager who will be responsible for delivering pipeline forecasts that shape the future of the Novartis portfolio.

Join the Strategy & Growth (S&G) team as a Forecasting Manager, driving pipeline forecasts that shape the future of Novartis. You will get opportunity to closely collaborate with Therapeutic Area Strategy (TAS) Executive Directors and Directors, Commercial Marketing leads and other cross functional teams, for pipeline product assessments, supporting critical investment decisions (go/no go), whitespace analysis informing the strategy of the therapeutic area. You will be expected to contribute to innovation activities to enhance efficiency, robustness, and simplification of forecasting processes and deliverables.

## About the Role

### Key responsibilities:

- Foster strong stakeholder engagement to drive innovation and execute new projects across key areas, including but not limited to:
  - Strategic forecasting for pipeline products
  - Lifecycle management forecasting for inline and pipeline products
  - BD&L opportunity assessments
  - Critical business cases and investment decisions
  - Ad-hoc forecasting support
- Collaborate with forecasting team members, strengthen functional capabilities, cross-functional stakeholders, and external vendors to deliver critical projects and build new capabilities.
- Establish and manage knowledge repositories capturing qualitative and quantitative insights on brands, and disease areas across Novartis operating markets.
- Deliver forecasting support through structured approach with appropriate documentation and communication throughout the delivery
- Actively participate in knowledge-sharing sessions to enhance expertise and improve the quality of S&G forecasting deliverables across the business unit.
- Leverage new data and technologies to enhance TA forecasting delivery and overall forecasting function
- Support the development and implementation of advanced data visualization and information presentation techniques.
- Work closely with other functions, including Competitive Intelligence, Primary Marketing Research, and Business Analytics, to leverage cross-functional synergies.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements.
- Adhere to internal functional operating procedures, including time tracking, KPI monitoring, reporting, and compliance with internal systems and processes.
- Support the forecasting team in recruiting and onboarding new associates.

### Essential Requirements

- 5+ years in pharmaceutical/ healthcare forecasting, pipeline/ epidemiology forecasting.
- Strong ability to comprehend and synthesize data into actionable insights.
- Solid domain knowledge of the Global pharma market, including the US, JP, and EU regions.
- Proficiency in using pharma and clinical trial databases.
- Experience in conducting secondary data research or desk research on forecasting parameters.
- Expertise in epidemiology-based forecast modeling and long-range forecasting.
- Understanding of patient/forecast flow and Target Product Profile (TPP).
- Graduate / Postgraduate in Engineering / Pharmacy / Medicine / Science / Statistics / Business

### Desirable Requirements

- Exceptional business acumen and stakeholder management skills.
- Proven experience working in a matrix environment.

**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.

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Дивизион  
Strategy & Growth  
Business Unit  
Corporate & Division Services  
Место  
Индия  
Сайт  
Hyderabad (Office)  
Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited  
Functional Area

Маркетинг  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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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