

# Specialist - GTM Operations, Analytics & Launch Planning

Job ID  
REQ-10075788  
апр 13, 2026  
Индия

## Сводка

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

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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>

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General Management  
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

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### **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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