NOVARTIS

Manager, BSI Forecasting

Job ID
REQ-10088732
Сен. 28, 2026
Индия

Сводка

We're looking for a skilled professional with more than 5.5 years of hands-on experience in forecasting and data-driven decision making. The candidate should have In-depth knowledge of oncology forecasting concepts including Incidence based forecast, Patient cohort, LoT, Dynamic DoT, Presistency curves. Should be able to Explore, develop, implement and evaluate Digital innovation solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.

This role will work directly with internal stakeholder and reports to forecasting Lead.

About the Role

Key Responsibilities:

- Create and deliver Forecasting solutions to Novartis Internal Customers as per Scope. Drive excellent customer service to deliver innovative and new projects in the below areas and not limited to:
  - Strategic 5-year forecasts for in-line / pipeline products
  - In-depth knowledge of oncology forecasting concepts including Incidence based forecast, Patient cohort, Lot, Dynamic DoT, Persistency curves
  - Lifecycle management forecasts for inline / pipeline products
  - BD&L market & product revenue forecasts
  - Pipeline product forecasts
  - Monthly revenue forecasts by indication for 24 months
  - Ad-hoc Forecasting support
- Support data enabled decision making by providing qualitative and quantitative analytics. Drive design and enhancement of existing services / deliverables (quality, productivity, value)
- Closely Interface with customers to understand and convert business requirements into solutions
- Provide appropriate documentation and communication throughout the delivery of services
- Support in creation and maintenance of knowledge repositories, SOPs, quality checklists
- Participate, lead and design various knowledge sharing sessions, training sessions. Build and Support in Functional and Organizational business objectives and strategy
- Comply to all Novartis operating procedures as per legal / IT / HR requirements. Adhere to Novartis values and behaviors of Inspired, Curious, Unbossed and Integrity

Essential Requirements:

- Education: Pharma / Science /Engineering /Math / Statistics with post-graduation. Experience: 5.5 to 8.5 Years.
- Advanced Excel, PowerPoint is must. Business Intelligence Tools/ VBA/ Python/ R/ JS good to have. Basic knowledge of statistics and its use in forecasting. Forecasting Experience: Epi based Forecasting for Inline, Pipeline and BD&L Products/ Brands. Trend Based Forecasting Experience,
- Experience supporting multiple markets including region and countries. Deeper understanding disease and Therapy Area and its application to forecast
- Experience in managing data and drive quantitative analytics to generate insights. Application of [EU5, China] Market Access, Healthcare and Pricing policies
- Deep understanding of Secondary Research support / validate assumptions. Expertise in handling datasets - IQVIA, Evaluate, IPD, Kantar, DRG et al.

Desirable Requirement:

- Effective forecast story boarding, capturing key insights backed by relevant. Data and Quantitative Analytics, Business Analysis and Analog Analysis
- Supporting team in proposal writing and managing complex business problems. Train / mentor / guide junior members in the team

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)

Дивизион
International
Business Unit
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

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 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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