NOVARTIS

Associate Director, Clinical Care & Access I&A

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Сводка

The US Insights and Analytics (I&A) team is dedicated to enabling improved decision making at Novartis by leveraging data and advanced analytics capabilities to generate actionable insights that drive business growth. We collaborate closely with the US Market Access and Patient Support (MAPS), bringing insights and challenging ideas to empower smarter, data-driven decision-making. Reporting into the Director, Clinical Care & Access I&A, this role is a critical contributor to brand & IPST decision-making from a MAPS perspective, by providing actionable insights, developing performance narratives, and ensuring alignment between brand strategies and organizational priorities to optimize business outcomes.
The AD, Clinical Care & Access I&A, Hyderabad serves as a key driver of actionable insights to MAPS by translating complex data into clear, actionable strategies that enhance decision-making across the organization. By collaborating closely with cross-functional teams, directors in MAPS facing pillars of CC&A, this role ensures a deep understanding of performance trends, identifies opportunities for business growth, development and streamlining of core MAPS capabilities and delivers concise performance narratives that inform both tactical actions and strategic direction. Acting as a trusted partner to leadership, the role also supports operational planning and fosters alignment across teams, enabling brands to achieve their full potential within the broader business ecosystem. The role emphasizes cross-functional insight synthesis, operational excellence, and strong collaboration with both Hyderabad and US teams.

About the Role

Associate Director, Clinical Care & Access I&A
Location – Hyderabad #LI Hybrid

Major Accountabilities

· Maintain current expertise in relevant therapeutic areas, market access, patient support and evolving market trends to ensure all insights are contextually relevant and actionable for strategic decisions

· Elevate and lead synthesis of insights being delivered from each TA and focus on development of holistic story from an impact lens, tailored to access and patient support

· Develop compelling narratives and storylines that translate complex analyses into clear, impactful presentations for leadership

· Define key business questions (KBQs), and explore opportunities or challenges through deep-dive analyses, leveraging therapy knowledge and cross collaboration across TAs

· Drive end-to-end delivery of a range of strategic outputs, including but not limited to BPRs, IPST and LRR deliverables, program impact/design, and other high-priority business needs

· Ensure robust analysis and data quality across all outputs, applying high standards of methodology and providing clear, actionable recommendations. Develop and share performance updates, analyses, and recommendations to IPSTs and senior leadership

· Evaluate performance trends and overall strategy effectiveness by assessing key drivers of brand performance like Coverage approval rate, fill rate, DOT, market share, forecasts, ROI, etc.

· Prepare PREREAD materials, coordinate workshop activities, and ensure that Hyderabad's insights are effectively integrated with the broader CC&A I&A team. Partner with brand team to develop and refine key performance indicators (KPIs) at the brand or functional level to ensure alignment with strategic goals

· Working with a cross-functional team, identify opportunities to optimize performance monitoring processes and improve the effectiveness of reporting and decision-making tools

· Drive collaboration with East Hanover and Hyderabad teams to extract insights from diverse data sources, ensuring effective knowledge transfer and alignment on priorities. Drive people growth of their respective reporting team and be responsible for upskilling and mentoring them to deliver elevated insights

Minimum Requirements

Education: Bachelor's degree in related field is required; Master of Science and/or MBA strongly preferred

- Minimum 10 years of experience in analytics, decision science, or related roles, preferably in the pharmaceutical or healthcare sector, preferred if patient support analytics experience exist.
- A bachelor’s degree in engineering/business administration, Life Sciences, Marketing or a related field; an MBA or advanced degree is strongly preferred.
- Proven ability to analyse complex data sets, identify trends, and deliver actionable insights that drive performance improvements
- Domain expertise in these areas is desired: secondary data analytics, healthcare analytics, patient insights, market access and patient service analytics, or other related strategic analytics and management consulting
- Ability to balance operational execution with high-level strategic thinking, supporting both day-to-day brand performance and long-term business goals
- Comes with excellent and proven track record on storytelling with data and executive presentations

- Ability to work collaboratively with cross-functional teams, including sales, marketing, and product development and drive strategic brand initiatives
- Excellent communication skills, capable of effectively collaborating with senior leadership and aligning diverse teams around strategic goals for IPST
- Proficiency in insight and hypothesis generation, behavioural science, data science, and primary and secondary research methodologies
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities
- Have proven track record of working in a team environment and have mentorship capabilities, where the person has led a team of 5-7 associates

Essential Requirements

Novartis seeks an individual with extensive experience in the US pharmaceutical or healthcare industry, with a deep understanding of product lifecycle management, and market dynamics. A proven track record in brand performance management, marketing, or a similar role, the person should demonstrate the ability to develop and implement brand strategies that drive market share and revenue growth. The candidate should be able to manage high performing teams, fostering a collaborative and innovative work environment.

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

Direct Reports: 5 - 7 Associates

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
US
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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