

# Associate Director, Forecasting – Established Medicines, Pipeline & BD&L

Job ID  
REQ-10075884  
апр 21, 2026  
Индия

## Сводка

The Associate Director, Forecasting – Established Medicines, Pipeline & BD&L will lead the development and communication of high-quality, assumption-driven commercial forecasts and value assessments to support decision making across the Established Medicines portfolio, pipeline assets, and Business Development & Licensing (BD&L) opportunities. This role brings strong commercial judgment, analytical rigor, and project management capabilities to translate market dynamics, strategic choices, and evidentiary uncertainty into transparent forecast narratives, risks, and scenarios. The Associate Director will partner cross-functionally to ensure alignment on key inputs, drive forecast governance and documentation standards, and enable leadership with insights on performance drivers, upside/downside, and investment tradeoffs

## About the Role

**Location:** Hyderabad

## Key Responsibilities

- Develop and maintain realistic, transparent, and assumption-driven forecasts for Established Medicines brands and select pipeline/launch assets; challenge assumptions and apply appropriate forecasting methodologies to support portfolio strategy
- 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
- Lead forecast performance 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
- Drive 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 modeling, 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.

## Essential Requirements:

- 5 years of pharmaceutical forecasting (in branded business)/ data analytics/ sales ops; experience supporting both pipeline and marketed product(s) preferred; experience in Specialty or Rare Disease, preferred
- Ability to work with many cross-functional partners, excellence in consensus building and communicating uncertainty, and be able to explain issues from aggregate trends to modeling mechanics
- 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 senior 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.

## Desirable Requirements:

- Undergraduate degree in business, or STEM major required.
- Fluent English, other languages desirable.

## Commitment to Diversity & Inclusion

We are 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.

**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

US

Business Unit

General Management

Место

Индия

Сайт

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Data and Digital

Job Type

Full time

Employment Type

Regular

Shift Work

No

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