

Associate Director, Field & Digital Enablement

Job ID REQ-10061650

12月 11, 2025

India

摘要

Associate Director, Field & Digital Enablement will be responsible for developing and executing data enablement and operational plans to enhance the productivity and effectiveness of our field teams. Functional thought-leader, demonstrating strong leadership and role modelling in Field & Digital Data Enablement to develop, recommend and deliver analytical ready data solutions for US Field teams. The role will also focus on enabling data for Marketing Operations and applicable MarTech Products. This role requires fostering cross-functional collaboration and ensuring data quality for IMO end users.

About the Role

Key Responsibility:

Implement enablement programs that drive field productivity and effectiveness

 Collaborate with Integrated Field Insights & Analytics and CE leadership to identify and prioritize data enablement needs 	
Ensure exemplary communication with all stakeholders through regular updates with focus accomplishments, KPIs, best practices, staffing changes, key events, etc.	on
 Identifies and resolves data quality issues, clearly articulate potential recommendations/ solutions to US Business partners; manage escalations. 	
 Proactively assist the business to identify upcoming conflicts and resource gaps through project planning and delivery management 	
 Manages an efficient and high-quality team that promotes synergy and best practice sharing among resources, drives collaboration with various groups in managing high standards of 	ng

Establish, vigorously monitor and report KPIs & take proactive action to continuously strive for

Be proactive in planning; anticipating change and acting in accordance; drive meticulous

Develop talent, implement succession planning and mentor associates for higher

Drive innovation and entrepreneurial mind set to ensure team members are fully

Work with other teams within IDS across US and HYD to leverage the cross-functional

Builds transparent and collegiate culture establishing and role modeling Novartis Values

stimulated, challenged and engaged on delivering high quality work to

& Behaviors in Hyderabad NOCC along with team and peers

communication and delivering best in class services.

implementation of team goals and metrics.

responsibilities

synergies

Essential Requirements:

achieve IDS and DEO strategy

improvements on user experience and other feedback mechanisms.

- Proven experience in independently leading sophisticated projects involving designing and deploying data driven commercial / sales models.
- A group of SMEs (Senior Managers/ Managers) with 6-7 direct reports to develop thought leadership in Functional Data Enablement and Operation
- At least 5 years 'experience in leading a team · Management / Business Consulting experience; project management expertise in a leading consulting project, having led sophisticated, multi-functional projects in a large corporate environment with success ·
- Ability and expertise in engaging senior partners and influencing strategic decision-making. •
- Experience in navigating through the complexity of integrated working in a matrix and geographically dispersed environment
- Familiarity with process set-up, quality KPIs and operational issues / management ·
- Validated understanding of pharmaceutical commercial data landscape across markets and domain experience

Desired Requirement

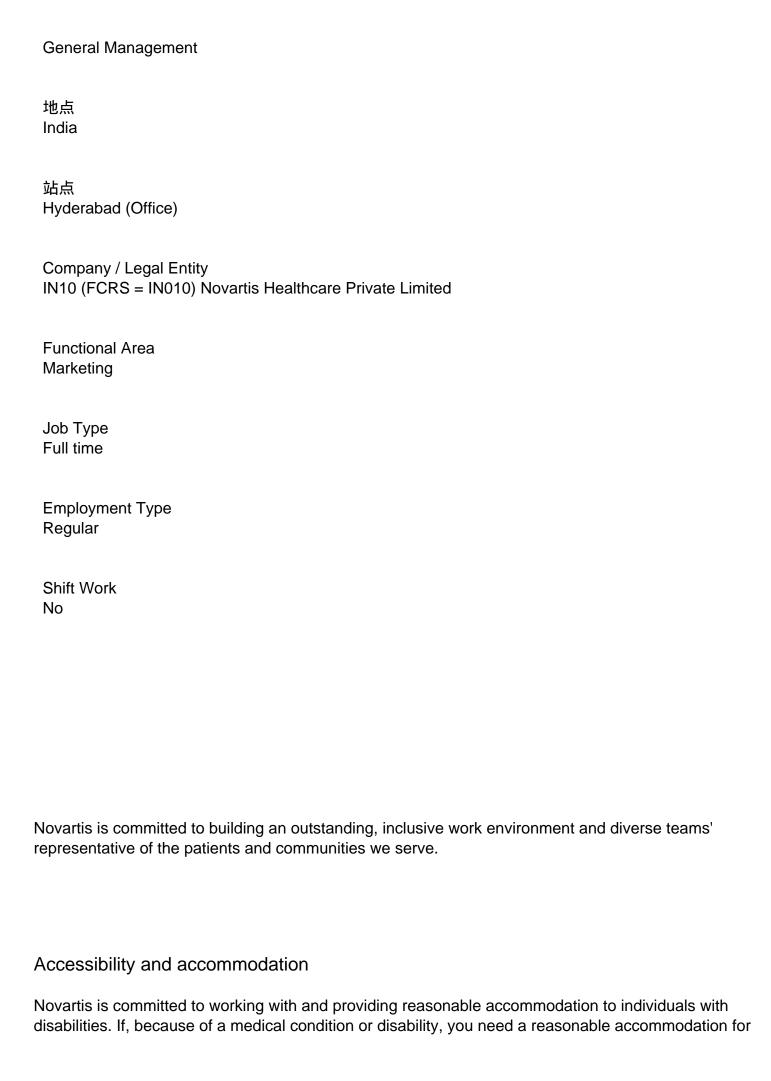
- Ability to work independently, demonstrate initiative and flexibility through effective and innovative leadership.
- Attention to detail and quality focused, excellent interpersonal and communication skills, strong influence, negotiation and diplomacy skills, excellent people management skills with positive leadership, innovative, and collaborative behaviors & strong "can-do" orientation.

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

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