

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 on accomplishments, KPIs, best practices, staffing changes, key events, etc.
- 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 communication and delivering best in class services.
- Establish, vigorously monitor and report KPIs & take proactive action to continuously strive for improvements on user experience and other feedback mechanisms.
- Be proactive in planning; anticipating change and acting in accordance; drive meticulous implementation of team goals and metrics.
- Develop talent, implement succession planning and mentor associates for higher responsibilities
- Drive innovation and entrepreneurial mind set to ensure team members are fully stimulated, challenged and engaged on delivering high quality work to achieve IDS and DEO strategy
- Work with other teams within IDS across US and HYD to leverage the cross-functional synergies
- Builds transparent and collegiate culture establishing and role modeling Novartis Values & Behaviors in Hyderabad NOCC along with team and peers

Essential Requirements:

- 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>

Benefits and Rewards: Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门
US

Business Unit

General Management

地点
India

站点
Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

Novartis is 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 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Job ID
REQ-10061650

Associate Director, Field & Digital Enablement

[Apply to Job](#)



Job ID
REQ-10061650

Associate Director, Field & Digital Enablement

[Apply to Job](#)

Source URL:
<https://prod1.novartis.com.cn/careers/career-search/job/details/req-10061650-associate-director-field->

digital-enablement

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/careers/benefits-rewards>
3. <mailto:diversityandincl.india@novartis.com>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Hyderabad-Office/Associate-Director--Field---Digital-EnablementREQ-10061650-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Hyderabad-Office/Associate-Director--Field---Digital-EnablementREQ-10061650-1>