

Associate Director, Field Diagnosis

Job ID
REQ-10072674

3月 09, 2026

India

摘要

The Associate Director, Field Diagnosis, is accountable for shaping and executing Frontline excellence Health Check exercises for priority brands across key international markets.

This role demands deep functional expertise in field strategy and an end-to-end understanding of field design and impact across Commercial teams.

The incumbent will lead multiple teams including delivery managers, subject matter experts and analysts, ensuring high quality solutions on field health check and action planning.

About the Role

Major Responsibilities

- Overseas, leads and delivers Field Design projects for colleagues, ensuring adherence to

timelines and quality objectives in service areas, such as:

- Field diagnosis and action planning- Field effectiveness studies, performance improvement advisory including customer targeting, field force sizing and structure, and territory alignment
- Medical Excellence - Targeting and field force resourcing decisions
- In collaboration with International Country and Field Engagement team, shape and drive initiatives for field performance improvement across TAs and key markets; with focus on innovation and new age solutions.
- Takes initiative to drive efficiencies in project execution by leveraging technology Provides directions to teams on methodologies and processes for Field Strategy projects.
- Ensures efficient and high-quality project execution, promotes synergy and best practice sharing among resources. Ensures optimal utilization of talent and capacity within the team
- Ensures exemplary communication and alignment with all colleagues across I-R-C through regular updates with focus on accomplishments, KPIs, best practices, staffing changes and key events
- Identifies and resolves operational challenges and manages escalations. Works with other teams in BSI and CLS to leverage any cross-functional synergies. Mentor team members to support talent development in the long term

Essential Requirements:

- MBA with Graduate/Postgraduate in Life Sciences Pharmacy/ Medicine/Science or related fields
- Overall 9+ years of experience in healthcare consulting/operations with at least 5 years in Sales Force Effectiveness advisory services
- Past work reflects a track record of excellence in SFE and / or Business Analytics/Consulting field.
- Demonstrated success in leading mid-size teams, including direct and indirect reports, with a focus on capability building and performance management.
- Experience in governance and operational oversight, including operational excellence and innovation.
- Ability to influence and collaborate with senior stakeholders and influence strategic decision making.
- Experience in working in a matrix and geographically dispersed environment.
- Proven problem-solving skills to identify customer issues and deliver solutions
- Familiarity with quality KPIs and management of operational issues.

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部门

International

Business Unit

Marketing

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

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69becea180361095314523"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
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parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth > 0) var config = { targetId:
"kalturaplayer69becea180361095314523", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom ' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over ' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } }); }); }); } catch (e) { console.error(e.message) }

```



VIDEO

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