

## Manager - AI-Driven Reporting Solutions

Job ID  
REQ-10073045

4月 29, 2026

India

### 摘要

-The Manager - AI-Driven Reporting Solutions leads end-to-end delivery of commercial performance analytics and reporting workstreams, supporting Sales, Marketing, and Commercial Operations. This hands-on role designs and builds scalable BI dashboards, analytics datasets, and data pipelines using Power BI, SQL, and modern data platforms.

The Manager partners closely with stakeholders to translate business needs into actionable insights while ensuring data quality, governance, and timely execution. The role also supports foundational AI-enabled and conversational reporting capabilities to enhance insight delivery and automation.

### About the Role

Location: Hyderabad | #LI-Hybrid

## Key Accountabilities

The Manager - Commercial Performance Analytics & Reporting is responsible for owning analytics workstreams and delivering accurate, timely, and actionable commercial reporting and performance insights. This role is highly hands-on, combining technical execution with day-to-day stakeholder engagement to support Sales, Marketing, and Commercial Operations.

The Manager partners closely with Senior Managers and Associate Directors to build BI solutions, analytics datasets, and foundational AI-enabled reporting capabilities, while ensuring adherence to analytics standards, data governance, and delivery timelines.

## Key Responsibilities

### 1. Commercial Performance Analytics Delivery

- Own assigned commercial analytics and reporting workstreams supporting Sales, Marketing, and Commercial Operations.
- Translate business requirements into KPIs, reports, and analytical outputs.
- Support business performance reviews with accurate, timely, and well-documented analytics.

### 2. BI Development & Reporting Execution

- Design, build, and maintain Power BI dashboards and reports, including:
  - Dataset and semantic model development
  - DAX measure creation and performance optimization
- Implement standardized KPI definitions and reporting templates.
- Ensure reports meet usability, accuracy, and performance standards.

### 3. Analytics Engineering & Data Preparation

- Develop and maintain analytics datasets using:
  - SQL-based transformations
  - Dimensional and semantic data modeling techniques
- Build and support data pipelines using:
  - Databricks and/or Dataiku
  - Cloud-native platform pipelines and orchestration tools
- Partner with Data Engineering to resolve data quality, refresh, and performance issues.

### 4. Performance Analysis & Insight Development

- Perform performance analyses including:
  - Sales and campaign performance tracking
  - Trend and variance analysis
- Develop clear performance summaries and basic insight narratives for stakeholders.
- Escalate complex analytical questions to Senior Managers as needed.

### 5. AI-Enabled Reporting & Conversational Analytics (Foundational)

- Support development and enhancement of AI-enabled reporting and conversational analytics solutions by:
  - Preparing, validating, and maintaining datasets used by conversational interfaces
  - Assisting with testing and validation of chatbot outputs
- Build basic natural-language query experiences under guidance from Senior Managers.
- Ensure AI-enabled outputs are accurate, explainable, and compliant with internal standards.

## 6. Stakeholder Engagement

- Serve as a day-to-day analytics partner for operational and Manager-level stakeholders.
- Manage request intake, timelines, and deliverables for assigned workstreams.
- Communicate assumptions, limitations, and findings clearly and professionally.

## 7. Team Collaboration & Coaching

- Provide technical guidance to Senior Analysts and Analysts.
- Review work products for accuracy, consistency, and adherence to standards.
- Contribute to documentation, best practices, and knowledge sharing within the team.

## 8. Governance, Quality & Continuous Improvement

- Ensure analytics deliverables comply with data governance, security, and regulatory requirements.
- Follow established analytics development standards and documentation practices.
- Identify opportunities to improve efficiency through automation, reuse, and standardization.

## Qualifications & Experience

### Education

- Bachelor ' s degree in Engineering, Computer Science, Information Systems, Statistics, Economics, or related field
- Master ' s degree preferred

### Experience

- 6-8+ years of experience in commercial performance analytics, BI, or reporting
- Experience owning analytics workstreams or projects
- Strong preference for pharmaceutical or life sciences commercial experience
- Demonstrated ability to deliver analytics solutions in structured, regulated environments

### Technical Skills

### Required

- Strong hands-on experience with Power BI (report development, DAX, performance tuning)

- Proficiency in SQL
- Experience working with Databricks and/or Dataiku
- Understanding of analytics engineering fundamentals and data modeling
- Familiarity with commercial performance data domains (sales, marketing, field activity)
- Strong attention to data quality and governance

#### Desired

- Exposure to AI-enabled reporting or conversational analytics
- Basic familiarity with natural-language querying or LLM concepts
- Python experience for analytics automation
- Experience working in cloud data environments

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/roadmap/people-and-culture>

#### Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

Values and Behaviors: Demonstrates and upholds Novartis values and behaviors in all aspects of work and collaboration.

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

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 \(PDF 30 MB\)](#)

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

```
var config = { targetId: "kalturaplayer69fd9a8e89b05504866101", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { 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 } }; }
```

```
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: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

## Accessibility and accommodation

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