NOVARTIS

Manager, BSI Forecasting

Job ID
REQ-10088732

九月 28, 2026

India

摘要

We're looking for a skilled professional with more than 5.5 years of hands-on experience in forecasting and data-driven decision making. The candidate should have In-depth knowledge of oncology forecasting concepts including Incidence based forecast, Patient cohort, LoT, Dynamic DoT, Presistency curves. Should be able to Explore, develop, implement and evaluate Digital innovation solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.

This role will work directly with internal stakeholder and reports to forecasting Lead.

About the Role

Key Responsibilities:

- Create and deliver Forecasting solutions to Novartis Internal Customers as per Scope. Drive

excellent customer service to deliver innovative and new projects in the below areas and not limited to:
    - Strategic 5-year forecasts for in-line / pipeline products
    - In-depth knowledge of oncology forecasting concepts including Incidence based forecast, Patient cohort, Lot, Dynamic DoT, Persistency curves
    - Lifecycle management forecasts for inline / pipeline products
    - BD&L market & product revenue forecasts
    - Pipeline product forecasts
    - Monthly revenue forecasts by indication for 24 months
    - Ad-hoc Forecasting support
- Support data enabled decision making by providing qualitative and quantitative analytics. Drive design and enhancement of existing services / deliverables (quality, productivity, value)
- Closely Interface with customers to understand and convert business requirements into solutions
- Provide appropriate documentation and communication throughout the delivery of services
- Support in creation and maintenance of knowledge repositories, SOPs, quality checklists
- Participate, lead and design various knowledge sharing sessions, training sessions. Build and Support in Functional and Organizational business objectives and strategy
- Comply to all Novartis operating procedures as per legal / IT / HR requirements. Adhere to Novartis values and behaviors of Inspired, Curious, Unbossed and Integrity

Essential Requirements:

- Education: Pharma / Science /Engineering /Math / Statistics with post-graduation. Experience: 5.5 to 8.5 Years.
- Advanced Excel, PowerPoint is must. Business Intelligence Tools/ VBA/ Python/ R/ JS good to have. Basic knowledge of statistics and its use in forecasting. Forecasting Experience: Epi based Forecasting for Inline, Pipeline and BD&L Products/ Brands. Trend Based Forecasting Experience,
- Experience supporting multiple markets including region and countries. Deeper understanding disease and Therapy Area and its application to forecast
- Experience in managing data and drive quantitative analytics to generate insights. Application of [EU5, China] Market Access, Healthcare and Pricing policies
- Deep understanding of Secondary Research support / validate assumptions. Expertise in handling datasets - IQVIA, Evaluate, IPD, Kantar, DRG et al.

Desirable Requirement:

- Effective forecast story boarding, capturing key insights backed by relevant. Data and Quantitative Analytics, Business Analysis and Analog Analysis
- Supporting team in proposal writing and managing complex business problems. Train / mentor / guide junior members in the team

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
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

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae452da99f15519807824", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove }] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.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 } }; }

// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }

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