NOVARTIS

Director, Forecasting - Inline Brands

Job ID
REQ-10090119

十一月 05, 2026

USA

摘要

#LI-Hybrid

This position will be located at East Hanover, NJ and will not have the ability to be located remotely. This position will require travel as defined by the business (domestic and/ or international).

Job description summary

The US Insights & Analytics (I&A) organization engineers the optimal decision environment for the US business by orchestrating, integrating, and synthesizing insights and analytics across therapeutic areas, functions, and the enterprise. Enterprise I&A drives enterprise decision environments through integrated executive analytics and portfolio insights that enable the organization to prioritize investments, track performance, and shape strategic direction.

The Director, Forecasting will be responsible for strategic demand forecasts for inline brands as well as completing opportunity assessments for life cycle management. This role brings specific therapeutic area in-depth expertise, analytical instinct, strategic thinking, and project management skills to communicate the value assessment of new assets and flag appropriate risks and

opportunities. This role will enable the business organization to drive optimal decisions on investments based on accurate understanding of brand potential. This role will report to the Executive Director, Forecasting CoE within the Insights and Analytics (I&A) Organization

About the Role

Key Responsibilities:

- Build realistic, transparent, and assumption-driven demand forecasts. Challenge assumptions and apply forecasting methodologies to support the brand strategy
- Prepare robust forecast assumptions leveraging expertise and analogs from in-line Forecasting team and research from Insights and Analytics team
- Ensure that value assessment addresses the impact of key market dynamics and internal events, are logically designed and well documented
- Support launch preparations and guide the teams to set up clear post-launch performance tracking by creating and monitoring the short-term revenue forecasts, comparable to actuals in future, and recommending adjustments when applicable
- Consistent delivery of analytics that drive informed decision making, including the definition and development of models to be used in answering business and operational questions
- Develop new and innovative analytics models / methods for untapped opportunities; Enabling automation of routine measurements
- Perform ad-hoc queries for leadership across all functions; be an internal expert and resource
- Maintaining accountability for high quality, timely service delivery of forecasting analytic service requests, including requests for solutions requiring sophisticated statistical and machine learning approaches

Essential Requirements:

- 8 years of pharmaceutical forecasting (in branded business)/ data analytics/ sales ops; experience supporting both pipeline and marketed product(s) preferred; experience in Immunology or Specialty Disease, preferred
- Ability to work with many cross-functional partners, excellence in consensus building and communicating uncertainty, and be able to explain issues from aggregate trends to modeling mechanics
- Proven experience working with pharmaceutical datasets (Rx, APLD, etc)
- Experience using data to support business decisions, return on investment/ financial modelling, and statistical analysis
- Proven self-starter with high standards of excellence and an innovative mind
- Strong interpersonal, communication, and analytical skills, Change management and project management experience. Excellent PowerPoint and Excel skills
- Ability to manage multiple projects and consistently meet deadlines
- Ability to excel at interacting with a diverse group of people, all levels of management, including senior leadership; Maneuvers well to get things done; maze bright; knows where to go to get what he/she needs; politically aware and agile; knows the right thing to do; presents views and arguments well.

Novartis Compensation Summary:

The salary for this position is expected to range between $225,400 and $418,600 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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)

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门
US

Business Unit
General Management

地点
USA

状态
New Jersey

站点
East Hanover

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af1e26663f5c798723064", 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 } }; }
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// 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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