

Senior Manager, Field Design Advisory

Job ID
REQ-10067251
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Индия

Сводка

In the FDA team, the senior manager role is pivotal in steering cross functional teams and harnessing talent to ensure flawless project execution. This role encompasses managing stakeholder relationships, pioneering innovative solutions, and delivering subject-matter expertise to bolster strategic decision-making and track customer satisfaction. The Senior Manager also collaborates with local support functions to swiftly resolve experience issues.

About the Role

Location: Hyderabad

About the Team:

As an integral part of the Business Solutions International, the FDA team delivers comprehensive design and advisory solutions for business stakeholders.

Our team offers a wide array of GTM and enterprise consulting solutions, including:

- Market identification
- Customer segmentation
- Omnichannel targeting strategy
- Field structure design
- Resource optimization
- Geography design analytics
- Talent placement
- Incentive design
- Tactic and execution effectiveness measurement

These services empower business leaders across the globe—field leaders, brand leaders, P&O leaders, and finance leaders—by leveraging robust consulting methodologies, profound functional and business expertise, data-driven analytics, and industry benchmarks.

We are dedicated to drive success through strategic recommendations and tailored solutions, ensuring that our internal business colleagues achieve their goals with precision and confidence.

Key Responsibilities:

- Lead end-to-end project management, encompassing requirements gathering, work scoping, project plan development, stakeholder alignment, internal collaboration management, and resource allocation.
- Lead strategic and consulting projects with multiple stakeholders across various NVS organizations GTM field strategy, deployment, and enterprise analytics, including:
 - **Enterprise, cross-functional projects** guiding resource optimization decisions for function and brand leaders in alignment with brand strategy.
 - **Launch excellence initiatives**, focused on designing optimal GTM field strategy for NVS new launches starting from Launch - 6 months (L-6).
 - **Revisiting field strategy and defining change management plans** and execution for events such as field team mergers, team layoffs, LOE, external partnerships, etc.
 - **Role design workshops** to identify needs, behaviors, and motivation factors of customers, developing appropriate roles, responsibilities, and strategic imperatives.
 - **Deployment strategy for a range of field and HQ roles** including designing territories with optimal workload and potential, and consolidating local expertise through workshops with business leaders (EDs and VPs).
 - **Ad-hoc analytics and strategy projects** addressing local business challenges identified through assessments and/or benchmarking.
- Ensure the timely delivery of efficient, high-quality outputs to business stakeholders, and promote synergy and the sharing of best practices among cross-functional teams.
- Maintain exemplary communication with all business stakeholders, including internal associates, leaders, and clients, through regular updates focused on achievements, KPIs, best practices, staffing changes, and key events.
- Support team operations by completing project & proposal documentation, post-project activities, and the creation of SOPs, along with ensuring compliance in SNOW and other Ops processes.

Essential Requirements:

- A graduate degree in an analytical field/ Life Sciences/ Medicine/ Science & Technology
- Experience (8+ years) in mgmt./business consulting projects for pharmaceutical companies
- Experience with commercial, medical, patient services and market access functions
- Experience (4+) in leading projects with cross-functional and cross-location associates
- Experience of working in a matrix and geographically dispersed environment **1/3**

- Exceptional communications skills to engage senior stakeholders (ED & D) & influence decision-making
- Strong analytical thinking with excellent problem-solving approach and high learning agility
- Proactive and results-focused, with proven ability to provide insights to increase productivity

Essential Skills:

- Go-To-Market and field Strategy / Planning
- Business Consulting
- Cross-functional Understanding
- Stakeholder Management
- Account Management

Desirable Requirements:

- MBA/ Postgraduate in Marketing, Consulting or Analytics focused domains
- Knowledge of other in-scope country languages (German and Japanese), as advantage

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 Functional Area
 Продажи
 Job Type
 Full time
 Employment Type
 Regular
 Shift Work
 No

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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.

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