NOVARTIS

Senior Analyst - Forecasting

Job ID
REQ-10077336
Ноя. 17, 2026
Индия

Сводка

#LI-Hybrid
Location: Hyderabad, India

We are seeking a highly skilled and motivated Forecasting Senior Analyst who will play a crucial role in delivering pipeline forecasts that shape the future of our Novartis portfolio. If you have a passion for innovative forecasting solutions and thrive in a collaborative environment, this may be the perfect opportunity for you!

Join the Strategy & Growth (S&G) team as a Forecasting Senior Analyst. You will collaborate with Therapeutic Area Strategy teams, Commercial Marketing teams, and cross-functional teams to support investment decisions. Your innovative solutions will enhance forecasting quality and efficiency.

About the Role

Key Responsibilities:

Execute projects entailing, but not limited to:

- Strategic forecasting for pipeline products
- Lifecycle management forecasting for inline and pipeline products
- BD&L opportunity assessments
- Assumption and analog building on parameters of patient funnel
- Comprehensive forecasting assessments in PPT decks for leadership and board reviews
- Analyses of strategic business questions
- Deliver forecasts through structured approach with appropriate documentation and communication.
- Leverage databases, secondary desk research, MR to capture insights on assets, disease areas and markets.
- Actively participate in knowledge-sharing sessions to enhance knowledge and delivery quality.
- Leverage new data and technologies to enhance forecasting delivery.
- Work with CI, PMR and Business Analytics to build comprehensive assessments.
- Collaborate with internal team and external vendors to deliver critical projects and build new capabilities.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements. Adhere to operating procedures and processes, including time tracking, mandatory trainings.

Minimum Requirements

- Graduate in Engineering / Pharmacy / Medicine / Science / Statistics / Business with 3+ years in pharmaceutical/ healthcare forecasting, pipeline/ epidemiology forecasting.
- Strong ability to comprehend and synthesize data into actionable insights.
- Solid domain knowledge of the Global pharma market, including the US, JP, and EU regions.
- Proficiency in using pharma and clinical trial databases.
- Experience in conducting secondary data research or desk research on forecasting parameters.
- Expertise in epidemiology-based forecast modeling and long-range forecasting.
- Understanding of patient/forecast flow and Target Product Profile (TPP).

Desirable Requirements

- Exceptional business acumen and stakeholder management skills.
- Proven experience working in a matrix environment.

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)

Дивизион
Strategy & Growth
Business Unit
General Management
Место
Индия
Сайт
Hyderabad (Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Маркетинг

Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to 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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