Senior Manager, Enterprise Investment Optimization

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REQ-10089527
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Индия

Сводка

Reporting to the Director, Enterprise Insights and Analytics, the Senior Manager, Enterprise Investment Optimization is accountable for developing enterprise and cross-portfolio investment/resource optimization recommendations in partnership with Finance across US direct external spend, capability spend, and HQ and field FTEs.

The role serves as a Hyderabad capability anchor for EH Enterprise Resource Optimization, providing analytical depth, scenario evaluation, external benchmarking, synthesis and recommendation development in partnership with US-based Enterprise I&A and Finance stakeholders.

Working in a two-in-a-box model with the AIDE Analytics, Capabilities & Modeling CoE, the role defines business questions, frames analytical requirements, challenges assumptions and translates optimization-model outputs into clear, actionable investment recommendations.

About the Role

Senior Manager, Enterprise Investment Optimization

Location – Hyderabad #LI Hybrid

Major Accountabilities:

Enterprise Investment Optimization Recommendations

- Structure ambiguous investment and resource-allocation questions into clear decision problems, scenarios, evaluation criteria, and executive-ready recommendations across direct spend, capability spend, HQ, and field FTE resourcing for the US portfolio.
- Support EH in developing prioritized guidance on where, how, and when to reallocate or invest by synthesizing optimization outputs, external benchmarks, financial ratios, analogs, risks, trade-offs, and expected outcomes into clear recommendations for USLT.
- Build and maintain external benchmarking to assess Novartis investment levels versus comparable players, identify potential overinvestment or reallocation opportunities, and challenge historical budget baselines to enable more optimal investment decisions.

Partnership with the Modeling CoE

- Partner closely with the AIDE CoE Modeling sleeve to deliver integrated enterprise-level investment recommendations, ensuring consultation and modeling operate as one connected capability from the stakeholder perspective.
- Lead the consultation side of the two-in-a-box model by defining business questions, framing modeling requirements, stress-testing methodologies and assumptions, and validating that outputs are fit for the decision at hand.
- Align with Analytics and Modeling leadership on clear handoffs, decision rights, and ways of working to ensure seamless delivery and accountability.

Finance & Enterprise Stakeholder Partnership

- Partner with Finance to co-create enterprise investment and resourcing recommendations by aligning financial baselines, assumptions, decision frameworks, and I&A evidence into clear guidance on investment choices, trade-offs, risks, and expected outcomes.
- Support enterprise planning and executive review forums with decision-ready investment-optimization recommendations, while resolving interfaces with adjacent teams across AIDE, SPT, and Finance and escalating unresolved ownership questions with a recommended position.
- Maintain clear role boundaries, ensuring the function provides strategic advisory recommendations without holding final budget or workforce allocation authority.

Enterprise Standards & Capability Building

- Apply and continuously improve enterprise standards and methodologies for producing, framing, and communicating resource optimization guidance across direct spend, capability spend, and HQ and field FTEs.
- Build the team's consultative capability by strengthening strategic advisory skills that translate analytical outputs into clear business recommendations.

Minimum Requirements:

- Minimum 8 years of experience in pharmaceutical or healthcare resource allocation, investment optimization, commercial analytics, strategic finance, or management consulting, with strong quantitative fluency and strategic consulting capability.
- Bachelor's degree in engineering, Finance, Economics, or a related field required, MBA or advanced degree preferred.
- Proven ability to translate optimization model outputs into actionable investment recommendations for senior business and finance leaders, including the ability to interrogate assumptions, identify limitations, and assess methodology without directly building the model.
- Working knowledge of marketing mix, promotion response, investment optimization, external benchmarking, financial ratios, and analogs to inform resource allocation and investment guidance.
- Experience partnering with Finance on budget, investment, or headcount planning, with people management experience and exposure to globally distributed delivery models.

Required Skills:

- Strong strategic consulting and business acumen, with the ability to structure ambiguous investment questions, understand pharmaceutical commercial investment dynamics, and develop clear, defensible recommendations.
- Quantitative fluency to critically interpret model results, challenge methodologies and assumptions, and distinguish signal from noise in ambiguous or incomplete evidence environments.
- Excellent verbal and written communication skills, with the ability to present persuasive investment recommendations to senior leaders and influence without authority in a two-in-a-box model.
- Proficiency with Excel and data visualization tools such as Power BI, Tableau, or similar.

Preferred Experience and Skills:

- Management consulting experience at a top-tier firm or comparable internal strategy role, with exposure to large-scale transformation, operating model redesign, offshore analytics/modeling hubs, and portfolio-level investment prioritization.
- Experience across multiple spend categories, including promotional, capability/capital, workforce resourcing, and launch resourcing.
- Working knowledge of the US pharmaceutical commercial model, data, and analytics ecosystem, with familiarity in AI-enabled investment analysis, scenario modeling, and process modernization.
- Strong change management and stakeholder communication skills.

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

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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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