

Senior Analyst - Forecasting

Job ID

REQ-10077336

Sep 11, 2026

LOC_IN

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.

Role Requirements

Division

DIV_SG

Business Unit

General Management

Location

LOC_IN

Site

Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
FCT_MM
Job Type
Full time
Employment Type
Regular
Shift Work
No
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