NOVARTIS

Manager, BSI Forecasting

Job ID
REQ-10088732
Sep 28, 2026
LOC_IN

About the Role

Key Responsibilities:

- Create and deliver Forecasting solutions to Novartis Internal Customers as per Scope. Drive excellent customer service to deliver innovative and new projects in the below areas and not limited to:
  - Strategic 5-year forecasts for in-line / pipeline products
  - In-depth knowledge of oncology forecasting concepts including Incidence based forecast, Patient cohort, Lot, Dynamic DoT, Persistency curves
  - Lifecycle management forecasts for inline / pipeline products
  - BD&L market & product revenue forecasts
  - Pipeline product forecasts
  - Monthly revenue forecasts by indication for 24 months
  - Ad-hoc Forecasting support
- Support data enabled decision making by providing qualitative and quantitative analytics. Drive design and enhancement of existing services / deliverables (quality, productivity, value)
- Closely Interface with customers to understand and convert business requirements into solutions
- Provide appropriate documentation and communication throughout the delivery of services
- Support in creation and maintenance of knowledge repositories, SOPs, quality checklists
- Participate, lead and design various knowledge sharing sessions, training sessions. Build and Support in Functional and Organizational business objectives and strategy
- Comply to all Novartis operating procedures as per legal / IT / HR requirements. Adhere to Novartis values and behaviors of Inspired, Curious, Unbossed and Integrity

Essential Requirements:

- Education: Pharma / Science /Engineering /Math / Statistics with post-graduation. Experience: 5.5 to 8.5 Years.
- Advanced Excel, PowerPoint is must. Business Intelligence Tools/ VBA/ Python/ R/ JS good to have. Basic knowledge of statistics and its use in forecasting. Forecasting Experience: Epi based Forecasting for Inline, Pipeline and BD&L Products/ Brands. Trend Based Forecasting Experience,
- Experience supporting multiple markets including region and countries. Deeper understanding disease and Therapy Area and its application to forecast
- Experience in managing data and drive quantitative analytics to generate insights. Application of [EU5, China] Market Access, Healthcare and Pricing policies
- Deep understanding of Secondary Research support / validate assumptions. Expertise in handling datasets - IQVIA, Evaluate, IPD, Kantar, DRG et al.

Desirable Requirement:

- Effective forecast story boarding, capturing key insights backed by relevant. Data and Quantitative Analytics, Business Analysis and Analog Analysis

- Supporting team in proposal writing and managing complex business problems. Train / mentor / guide junior members in the team

Role Requirements

Division
DIV_IM
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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