NOVARTIS

Manager, Field Design & Deployment

Job ID
REQ-10091274
Nov 04, 2026
LOC_IN

About the Role

Manager, Field Design & Deployment
Location – Hyderabad #LI Hybrid

Major Accountabilities

- Drives day-to-day projects activities with necessary guidance, ensuring adherence to timelines and quality objectives in Field GTM and Deployment analytics exercises
- Drives the design, execution of advanced analytical models and methodologies, applying both technical depth and functional expertise to deliver actionable insights
- Experienced in analytics in multiple capabilities among Field optimization and effectiveness (segmentation, targeting, sizing, role design, alignment, placement analytics)
- Maintains exemplary communication with all stakeholders, including internal team, leadership, and broader I&A team, through regular, structured updates
- Proactively focuses on improvement in capabilities, processes, and team skills by identifying opportunities to enhance efficiency, quality, and the overall way of working
- Works across teams in I&A, leverages cross-functional synergies and drives innovative
- Mentors team members and support talent development initiatives to build capabilities, enable growth, and retain top talent within the organization

Minimum Requirements

- Graduate degree in an Analytical field/ Life Sciences/ Pharmacy/ Medicine/ Science & Technology is minimum
- A specialization in project management or an MBA is desirable
- Fluency in English is a pre-requisite
- Strong analytical thinking with problem solving approach
- 5+ years' experience in analytics, commercial execution, or field GTM analytics in pharmaceutical or healthcare sector
- Advanced knowledge and expertise in any one or more of technical areas:

Data ETL platforms – DATAIKU

Data processing and analytical tool & technologies (MS Excel, SQL and Python)

- Experience with programming tools such as R, Python is desirable
- Experience of co-leading project teams
- Experience of working in a matrix and geographically dispersed environment

- Past work reflects a track record of operational excellence in SFE and / or Business Analytics field
- Ability to engage senior stakeholders and influence strategic decision-making
- Strong and proactive business results-focus, and proven ability to provide insights that increase productivity

Essential Requirements

Novartis seeks an individual with experience in the US pharmaceutical or healthcare industry, with deep understanding across various customer facing field roles and experienced in analytics in multiple capabilities among Field optimization and effectiveness (segmentation, targeting, sizing, role design, alignment, placement analytics). The person should have the ability to drive day-to-day project activities, ensure timely deliver, and ensure quality. The candidate should be able work in high performing team, fostering a collaborative and innovative mindset.

Values and Behaviors: Demonstrates and upholds Novartis values and behaviors in all aspects of work and collaboration.

Location: Hyderabad NKC | Hybrid | 3 days a week in office is mandatory.

Role Requirements

Division
DIV_IU
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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