

Manager Forecasting

Job ID

REQ-10072791

Apr 09, 2026

LOC_IN

About the Role

Key responsibilities:

- Foster strong stakeholder engagement to drive innovation and execute new projects across key areas, including but not limited to:
 - Strategic forecasting for pipeline products
 - Lifecycle management forecasting for inline and pipeline products
 - BD&L opportunity assessments
 - Critical business cases and investment decisions
 - Ad-hoc forecasting support
- Collaborate with forecasting team members, strengthen functional capabilities, cross-functional stakeholders, and external vendors to deliver critical projects and build new capabilities.
- Establish and manage knowledge repositories capturing qualitative and quantitative insights on brands, and disease areas across Novartis operating markets.
- Deliver forecasting support through structured approach with appropriate documentation and communication throughout the delivery
- Actively participate in knowledge-sharing sessions to enhance expertise and improve the quality of S&G forecasting deliverables across the business unit.
- Leverage new data and technologies to enhance TA forecasting delivery and overall forecasting function
- Support the development and implementation of advanced data visualization and information presentation techniques.
- Work closely with other functions, including Competitive Intelligence, Primary Marketing Research, and Business Analytics, to leverage cross-functional synergies.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements.
- Adhere to internal functional operating procedures, including time tracking, KPI monitoring, reporting, and compliance with internal systems and processes.
- Support the forecasting team in recruiting and onboarding new associates.

Essential Requirements

- 5+ 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).
- Graduate / Postgraduate in Engineering / Pharmacy / Medicine / Science / Statistics / Business

Desirable Requirements

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

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_SG

Business Unit

Corporate & Division Services

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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