

# Specialist - GTM Operations, Analytics & Launch Planning

Job ID

REQ-10075788

Apr 13, 2026

LOC\_IN

## About the Role

Location – Hyderabad #LI Hybrid

Key Responsibilities:

- **Field Deployment Planning:** Design and manage end-to-end placement and assignment workflows for US field forces, ensuring alignment with business priorities, territory design, and vacancy requirements.
- **Analytics & Insights:** Generate and interpret placement reports, coverage metrics, vacancy trends, and workforce utilization data to support timely, evidence-based decision-making.
- **Launch Readiness Support:** Partner with GTM and launch teams to ensure field force deployment is aligned with product launch milestones and go-to-market strategies.
- **SOP & Governance:** Develop, document, and maintain standard operating procedures and governance frameworks for field force deployment and operational workflows.
- **Stakeholder Communication:** Communicate placement decisions, assignment details, timelines, and transition updates with clarity and professionalism to relevant stakeholders across US and GCC teams.
- **Compliance & Confidentiality:** Ensure all placements adhere to internal policies, legal requirements, and applicable operational standards while handling sensitive employee information with the utmost discretion.
- **Project Execution:** Lead and deliver projects for business and field teams, managing multiple priorities in a fast-paced, deadline-driven environment with high-quality outcomes.

Essential Requirements:

- Bachelor's degree in Human Resources, Business Administration, Operations, Supply Chain, Engineering, or a related field — or equivalent practical experience
- 4+ years of experience in field force operations, geographic or territory design, and launch readiness within pharma or life sciences
- Familiarity with territory design and optimization tools such as Javelin Territory Designer /JTD (Must Have)
- Intermediate to advanced Excel skills with experience in databases and reporting tools
- Strong written and verbal communication skills with an ability to simplify complex operational information for diverse audiences
- High attention to detail, accuracy in recordkeeping, and a track record of managing sensitive information with professionalism.

Desirable Requirements:

- Analytical Thinking
- Placement Planning & Field Operations
- Confidentiality & Discretion

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.  
<https://www.novartis.com/careers/benefits-rewards>

#### Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

## 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\_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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