

# Senior Manager, Field Design Advisory

Job ID

REQ-10067251

Apr 22, 2026

LOC\_IN

## About the Role

**Location: Hyderabad**

## About the Team:

**As an integral part of the Business Solutions International, the FDA team delivers comprehensive design and advisory solutions for business stakeholders.**

**Our team offers a wide array of GTM and enterprise consulting solutions, including:**

- Market identification
- Customer segmentation
- Omnichannel targeting strategy
- Field structure design
- Resource optimization
- Geography design analytics
- Talent placement
- Incentive design
- Tactic and execution effectiveness measurement

**These services empower business leaders across the globe—field leaders, brand leaders, P&O leaders, and finance leaders—by leveraging robust consulting methodologies, profound functional and business expertise, data-driven analytics, and industry benchmarks.**

**We are dedicated to drive success through strategic recommendations and tailored solutions, ensuring that our internal business colleagues achieve their goals with precision and confidence.**

## Key Responsibilities:

- Lead end-to-end project management, encompassing requirements gathering, work scoping, project plan development, stakeholder alignment, internal collaboration management, and resource allocation.
- Lead strategic and consulting projects with multiple stakeholders across various NVS organizations GTM field strategy, deployment, and enterprise analytics, including:
  - Enterprise, cross-functional projects guiding resource optimization decisions for function and brand leaders in alignment with brand strategy.
  - Launch excellence initiatives, focused on designing optimal GTM field strategy for NVS new launches starting from Launch - 6 months (L-6).
  - Revisiting field strategy and defining change management plans and execution for events such as field team mergers, team layoffs, LOE, external partnerships, etc.
  - Role design workshops to identify needs, behaviors, and motivation factors of customers, developing appropriate roles, responsibilities, and strategic imperatives.
  - Deployment strategy for a range of field and HQ roles, including designing territories with optimal workload and potential, and consolidating local expertise through workshops with business leaders (EDs and VPs).

- Ad-hoc analytics and strategy projects addressing local business challenges identified through assessments and/or benchmarking.
- Ensure the timely delivery of efficient, high-quality outputs to business stakeholders, and promote synergy and the sharing of best practices among cross-functional teams.
- Maintain exemplary communication with all business stakeholders, including internal associates, leaders, and clients, through regular updates focused on achievements, KPIs, best practices, staffing changes, and key events.
- Support team operations by completing project & proposal documentation, post-project activities, and the creation of SOPs, along with ensuring compliance in SNOW and other Ops processes.

### Essential Requirements:

- A graduate degree in an analytical field/ Life Sciences/ Medicine/ Science & Technology
- Experience (8+ years) in mgmt./business consulting projects for pharmaceutical companies
- Experience with commercial, medical, patient services and market access functions
- Experience (4+) in leading projects with cross-functional and cross-location associates
- Experience of working in a matrix and geographically dispersed environment
- Exceptional communications skills to engage senior stakeholders (ED & D) & influence decision-making
- Strong analytical thinking with excellent problem-solving approach and high learning agility
- Proactive and results-focused, with proven ability to provide insights to increase productivity

### Essential Skills:

- Go-To-Market and field Strategy / Planning
- Business Consulting
- Cross-functional Understanding
- Stakeholder Management
- Account Management

### Desirable Requirements:

- MBA/ Postgraduate in Marketing, Consulting or Analytics focused domains
- Knowledge of other in-scope country languages (German and Japanese), as advantage

### 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>

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[Read our handbook \(PDF 30 MB\)](#)

Division

DIV\_IM

Business Unit

Marketing

Location

LOC\_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT\_SA

Job Type

Full time  
Employment Type  
Regular  
Shift Work  
No  
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