

# Senior Analyst - Forecasting

Job ID

REQ-10077336

May 14, 2026

LOC\_IN

## About the Role

Key Responsibilities:

Execute projects entailing, but not limited to:

- Strategic forecasting for pipeline products
- Lifecycle management forecasting for inline and pipeline products
- BD&L opportunity assessments
- Assumption and analog building on parameters of patient funnel
- Comprehensive forecasting assessments in PPT decks for leadership and board reviews
- Analyses of strategic business questions
- Deliver forecasts through structured approach with appropriate documentation and communication.
- Leverage databases, secondary desk research, MR to capture insights on assets, disease areas and markets.
- Actively participate in knowledge-sharing sessions to enhance knowledge and delivery quality.
- Leverage new data and technologies to enhance forecasting delivery.
- Work with CI, PMR and Business Analytics to build comprehensive assessments.
- Collaborate with internal team and external vendors to deliver critical projects and build new capabilities.
- Ensure full compliance with Novartis operational guidelines, including legal, IT, and HR requirements. Adhere to operating procedures and processes, including time tracking, mandatory trainings.

Minimum Requirements

- Graduate in Engineering / Pharmacy / Medicine / Science / Statistics / Business with 3+ 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).

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>

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Division  
DIV\_SG  
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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