

Director, Forecasting - Neuroscience

Job ID

REQ-10078306

May 14, 2026

LOC_US

About the Role

Key Responsibilities:

- Develop realistic, transparent, and assumption-driven demand forecasts, challenging assumptions and apply forecasting methodologies to support the brand strategy
- Prepare robust forecast assumptions by leveraging expertise and analogs from in-line Forecasting team and research from Insights and Analytics team
- Support launch preparations and guide the teams to set up clear post-launch performance tracking by creating and monitoring the short-term revenue forecasts, comparable to actuals in future, and recommending adjustments when applicable
- Maintain accountability for high quality, timely service delivery of forecasting analytic service requests, including requests for solutions requiring sophisticated statistical and machine learning approaches
- Ensure consistent delivery of analytics that drive informed decision-making, including the definition and development of models to be used in answering business and operational questions
- Develop new and innovative analytics models / methods for untapped opportunities, enabling the automation of routine measurements
- Create a checklist for best practices on decomposing forecasts into the granular elements at a subnational, segment level and ensure consistency with other forecast leads
- Coordinate with the IC team in CE Ops to provide territory-level growth goals that aggregate up to the national level
- Drive patient count requests for internal comms, external comms, and IR for all US
- Ensure that value assessments address the impact of key market dynamics and that internal events are logically designed and well-documented

Novartis seeks an individual with extensive experience in the pharmaceutical or healthcare industry, with a strong understanding of market dynamics and regulatory environments. A proven track record of implementing forecasting strategies and driving business outcomes through data driven insights is crucial for this role. The candidate should excel in driving quality forecasts that align closely with actual outcomes.

Essential Requirements:

- A Bachelor's degree in Business Administration, Statistics, Data Science, Economics, or a related field; an MBA or advanced degree is preferred
- Minimum 8+years of experience in forecasting, analytics, and strategic planning, or a similar role within the pharmaceutical or healthcare industry
- Commitment to driving and enabling data-driven decision making throughout all levels of the organization
- Experience in developing and applying various forecasting methodologies to support brand strategies and business objectives in the context of the pharmaceutical industry
- Demonstrated experience in fostering a culture of innovation and continuous improvement, developing new models and methods to enhance forecasting accuracy and efficiency
- Experience in managing multiple projects simultaneously, ensuring timely delivery and alignment with business goals
- Experience in managing relationships with key stakeholders, including senior leadership and external partners
- Ability to work effectively with cross-functional teams and drive strategic initiatives
- Excellent verbal and written communication skills to articulate and present forecast results to key stakeholders persuasively
- Strong analytical and problem-solving skills with the ability to interpret complex data and generate actionable insights

- Proficiency in data analysis, statistical modeling, and machine learning techniques
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing business needs and priorities

Novartis Compensation Summary:

The salary for this position is expected to range between \$185,500.00 and \$344,500.00 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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_US

Site

East Hanover

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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