

# Manager, Commercial Analytics

Job ID  
REQ-10014427  
Sep 03, 2024  
India

## Summary

Explore, develop, implement and evaluate Digital innovation solutions that address customer needs. Co-create with key stakeholders to build partnerships and collaborations -Leads the delivery of multiple projects across a variety of creative and marketing channels, including print and digital media. Develop and coordinate project plans across the design, development and production stages of a project to support the successful delivery within set KPI's. -Works in collaboration with brand teams, technical teams and all functions to maximize value. -Provides consultancy, advice and assistance on strategy for commercialization of products, and influence marketing/Marketing Sales Operation team on decision making on Sales Force resource allocation in most optimal ways, through delivery of proven analytics based projects. -Provide analytics support to Novartis internal customers

## About the Role

### Job Description

Position Title: Manager, Commercial Analytics

Location – Hyd |India| #LI Hybrid

### About the role

Ability to distill analytics into insights that answer key business questions. Engage directly with business partners, develop a point of view or recommendation grounded in understanding the businesses and become a trusted partner. Experience with APLD and Patient data analyses. Lead team management, via demonstration of strong leadership, data and advanced analytics skills, of a defined Business Analytics Team in Hyderabad

Your responsibility includes but not limited to:

- Hands-on Team Leader/Do'er who can manage a team and projects, as well as rollup their sleeves to deliver work or provide guidance using subject matter expertise
- Ability to distill analytics into insights that answer key business questions. Engage directly with business partners, develop a point of view or recommendation grounded in understanding the businesses and become a trusted partner
- Experience with APLD and Patient data analyses. Lead team management, via demonstration of strong leadership, data and advanced analytics skills, of a defined Business Analytics Team in Hyderabad to enable delivery of analytical insights and reports to the Integrated Insights team in the US. Also responsible for developing and coaching the team in line with Novartis people development requirements and Novartis V&B

- Enhance team's efficiency and effectiveness, Grooms and develops talent, implements succession planning and mentor associates for higher responsibilities. Conducts performance appraisal of team members and lead the training needs of the group.
- Derive insights to support the strategic priorities of the brand and lead, build, and cultivate relationships with partners as part of key account strategic management.
- Explore, develop, implement, and scale up solutions that address customer needs. Co-create with key stakeholders to build partnerships & collaborations.
- Proven Project Management skills for owning the delivery of multiple projects, ensuring delivery of efficient and high-quality work.
- Develop and coordinate project plans across the requirement gathering, design, development, testing and deployment stages of a project to support the successful delivery of dashboards.
- Lead/co-lead support needed to build products/platforms for specific analytics. Work in collaboration with cross-functional teams to improve value and drive process innovation across brands– continuously expand horizons through experimentation.

### **Essential Requirements:**

- Ability to lead teams functionally and technically, providing guidance and expertise to ensure quality of deliverables built upon sound methodologies.
- Good project management skills to handle multiple projects simultaneously, prioritize tasks, and meet deadlines.
- Curiosity and Enthusiasm. Strong analytical thinking, verbal and written communication skills and exposure to working in cross-functional/cultural environment.
- Ability to work independently and as an integral member of the team and demonstrated initiative and flexibility through effective and innovative leadership.
- Attention to detail and quality focused, excellent interpersonal and communication skills, strong influence, negotiation and tact skills, excellent people management skills with positive leadership, innovative, and collaborative behaviors and strong “can-do” orientation.
- Proven agility when working in a matrixed environment and needing to influence without authority and closely work with teams to ensure successful project delivery and business development. Proactively assist the Business to identify upcoming challenges and resource gaps.
- Should be able to lead small engagements and work with small teams to lead, mentor and develop them to address complex business analytics challenges.

### **Desirable:**

- University/Advanced degree is required, Master's degree or equivalent experience in fields such as business administration, finance, computer science or technical field is preferred
- Should have min of 7+ years of experience in data, advanced analytics and reporting solutions development with 2+ year of experience leading and developing a team of analysts focused on supporting commercial analysis in pharmaceutical industry. Hands-to APLD and other US national (NPA and NSP), subnational/channel level datasets (e.g., DDD, Xponent) and relevant analyses, including longitudinal patient analyses.
- Hands on technical abilities: Excel, SQL or Dataiku, and PowerPoint are vital. Knowledge of statistical modeling or ML is a plus.

### **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>

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>.

### **Commitment to Diversity & Inclusion:**

Novartis embraces diversity, equal opportunity, and inclusion. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

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

Division

Operations

Business Unit

CTS

Location

India

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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