NOVARTIS

Associate Director, Forecasting -Solid Tumor

Job ID
REQ-10018862
Sep 09, 2024
USA

Summary

The Associate Director, Forecasting -Solid Tumor will be responsible for developing commercial demand forecasts for pipeline and launching products as well as completing opportunity assessments for life cycle management. This role brings specific therapeutic area in-depth expertise, analytical instinct, strategic thinking, and project management skills to communicate the value assessment of new assets and flag appropriate risks and opportunities. This role will leverage content knowledge when completing analytics requests and enable the business organization to drive optimal decisions on investments. The Associate Director, Forecasting will produce models and methods of analysis to be used by the Business in answering key business questions related to the launch. This role will report to the Director, Forecasting within the Insights and Decision Sciences (IDS) Organization.

Location: The ideal location for this role is East Hanover, NJ site (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager. This position will require some travel.

About the Role

Major accountabilities:

- Build realistic, transparent, and assumption-driven demand forecasts. Challenge assumptions and apply forecasting methodologies to support the brand strategy
- Prepare robust forecast assumptions leveraging expertise and analogs from in-line Forecasting team and research from Insights and Analytics team
- Ensure that value assessment addresses the impact of key market dynamics and internal events, are logically designed and well documented
- 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
- 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
- Adopting and executing new and innovative analytics offerings for untapped opportunities; Enabling automation of routine measurements
- Perform ad-hoc queries for leadership across all functions; be an internal expert and resource
- Maintaining accountability for high quality, timely service delivery of forecasting analytic service requests, including requests for solutions requiring sophisticated statistical and machine learning approaches

Minimum Requirements:

- Undergraduate degree in business, or STEM major required.
- 5 years of pharmaceutical forecasting (in branded business)/ data analytics/ sales ops; experience supporting both pipeline and marketed product(s) preferred; experience in Specialty or Rare Disease, preferred
- Ability to work with many cross-functional partners, excellence in consensus building and communicating uncertainty, and be able to explain issues from aggregate trends to modeling mechanics
- Proven experience working with pharmaceutical datasets (Rx, APLD, etc)
- Experience using data to support business decisions, return on investment/ financial modelling, and statistical analysis
- Proven self-starter with high standards of excellence and an innovative mind
- Strong interpersonal, communication, and analytical skills
- Ability to manage multiple projects and consistently meet deadlines
- Ability to excel at interacting with a diverse group of people, all levels of management, including senior leadership; Maneuvers well to get things done; maze bright; knows where to go to get what he/she needs; politically aware and agile; knows the right thing to do; presents views and arguments well.
- Change management and project management experience
- Excellent PowerPoint and Excel skills

The pay range for this position at commencement of employment is expected to be between $166,400.00 and $249,600.00 per year; however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors

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
US
Business Unit
Innovative Medicines
Location
USA
Site
East Hanover

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Functional Area
Marketing
Job Type
Full time
Employment Type
Regular
Shift Work
No
Apply to Job

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