

# Manager-US Commercial Analytics

Job ID  
REQ-10021995  
Sep 20, 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

### Major Accountability

- Build analytics to support the strategic priorities of the brand.
- Provide analytics support to Novartis internal customers on various high complexity analytical reports.
- Facilitate data enabled decision making for Novartis internal customers by providing and presenting qualitative & quantitative analytics.
- Strong analytical and critical thinking skills to extract insights from complex data sets and identify patterns and trends.
- Deliver services through structured project management approach with appropriate documentation and communication throughout the project delivery cycle.
- Build and maintain standard operating procedures (SOPs), QC checklists that will enable timely, detailed, and error-free outputs for all projects.
- Develop and maintain knowledge repositories that gather qualitative and quantitative reports of brands, disease areas, macroeconomic trends of Novartis operating markets.

### Essential Requirements:

- Masters/ bachelor's in technology/ life-sciences/ management
- Experience of 5+ years in Analytical solution development, Patient Analytics, Sales, and Patient claims datasets.
- Proficiency in SQL, Data IKU, Python and US pharma datasets. Knowledge of Statistical modeling or ML is a plus.
- Should understand US pharmaceutical business including its regulatory environment.
- Strong analytical thinking, verbal and written communication skills and exposure to working in cross-cultural environment.

- Should be customer service oriented, initiative-taking, results oriented and should have a consistent history of providing insights that increase productivity.

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 will 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>

Commitment to Diversity and Inclusion:

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

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>

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

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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## Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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