

# Executive Director, Analytics Solutions & Partnerships

Job ID  
REQ-10022471  
Sep 17, 2024  
India

## Summary

About the role:

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With a strong medicines pipeline our current trans-formation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

The newly established Insights and Decision Science (IDS) organization will harness the power of new technologies, such as generative AI, and centrally leverage our data and analytics capabilities to serve the US commercial organization. In collaboration with partners in the US functions, IDS will help the entire US Organization make better decisions and identify new opportunities. For the first time, “data science” will be embedded as a core science within Novartis US.

We are seeking a highly skilled and experienced Executive Director of Analytics Solutions and Partnerships to join our dynamic team in Hyderabad, India. This role is part of the US Commercial organization and will sit on the Customer Engagement & Enterprise Analytics leadership team. The ideal candidate will possess exceptional strategic and leadership abilities, ensuring seamless coordination and integration of analytics efforts between our East Hanover, NJ US & Hyderabad, India campuses. Additionally, the individual will engage with key Hyderabad-based partner organizations, including DDIT, Data Products, and others to foster robust collaboration and drive forward our analytics initiatives with excellence.

## About the Role

### Major Accountabilities

The Executive Director, Analytics Solutions & Partnerships will be responsible for the following:

- Foster strategic partnerships with leading academic institutions and research organizations to drive the development of groundbreaking analytics solutions particularly focusing on the vibrant technological landscape in India
- Operate and maintain truly scaled enterprise analytics solutions including overseeing the day-to-day operations to guarantee high availability, performance, and reliability
- Implement efficient processes and protocols to maintain consistency and accuracy in analytics outputs, fostering a culture of continuous improvement and operational excellence

- Lead a team of associates accountable for enterprise analytics scaled solutions
- Act as the central connection point for all Hyderabad based teams in Customer Engagement & Enterprise Analytics group
- Implement long-term strategies in Hyderabad that align with US organizational goals and enhance overall business performance
- Interface with Hyderabad-based partner organizations, including DDIT, Data Product, and other to ensure alignment and support for strategic initiatives
- Bring a “can-do” attitude and teamwork, and inspire others with a culture of excellence & continuous improvement

### **Minimum Requirements:**

#### **Education:**

- Advanced degree in Analytics, Statistics, STEM, Economics or equivalent

#### **Work Experience:**

- Minimum of 15 years of experience working in analytics & data science
- Proven experience successfully working in an India-based offshore Analytics organization delivering support for the US
- Direct people management experience in Analytics & Insights organization required
- Strong understanding of US healthcare and/or pharmaceutical datasets (EMR, Rx, APLD, etc)
- Experience using data to support business decisions, return on investment/ financial modelling, and statistical analysis
- Ability to present analytical results to senior management
- 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
- Works effectively across functions as a team player to seamlessly help to achieve common goals without hierarchy, politics, or self-interest
- Change management and project management experience

### **Leadership Competencies:**

#### **Understanding the Business and Industry Landscape**

- Knows the business and the mission-critical technical and functional skills needed to do the job; understands various types of business propositions and understands how businesses operate in general; learns new methods and technologies easily.
- Interacts with external thought leaders and cross-industry community to understand emerging trends in the industry and potential opportunities areas for Novartis

#### **Creating the New and Different**

- Is forward-thinking and can identify the next great breakthrough idea; is creative, a visionary, and can manage innovation; is an effective strategist full of ideas and possibilities; sees multiple futures; has broad interests and knowledge; can both create and bring exciting ideas to market; comfortable speculating about alternative futures without all of the data.

### **Drives for Results**

- Can be counted on to exceed goals successfully; is constantly and consistently one of the top performers; very bottom-line oriented; steadfastly pushes self and others for results.

### **Keeping on Point**

- Can quickly separate the mission-critical from the nice to dos and the trivial; quickly senses what's the next most useful thing to work on; focuses on the critical few tasks that really add value and puts aside or delays the rest.

### **Getting Work Done Through Others**

- Manages people well; gets the most and best out of the people he/she has; sets and communicates guiding goals; measures accomplishments, holds people accountable, and gives useful feedback; delegates and develops; keeps people informed; provides coaching for today and for the future.

### **Managing Work Processes**

- Is an effective process, work flow, and systems designer; is good at figuring out what to measure to track progress; sets up systems that can almost manage themselves; is a master at the effectiveness and efficiency of work systems; can quickly diagnose and fix a work flow problem; always looking for incremental process improvement.

### **Being Organizationally Savvy**

- 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.

### **Managing Diverse Relationships**

- Relates well to a wide variety of diverse styles, types, and classes; open to differences; effective up, down, sideways, inside, and outside; builds diverse networks; quick to find common ground; treats differences fairly and equitably; treats everyone as a preferred customer.

### **Inspiring Others**

- Is skilled at getting individuals, teams, and an entire organization to perform at a higher level and to embrace change; negotiates skillfully to achieve a fair outcome or promote a common cause; communicates a compelling vision and is committed to what needs to be done; inspires others; builds motivated, high-performing teams; understands what motivates different people.

### **Managing Change**

- Deals comfortably with uncertainty of change. Can decide and act without the total picture and is calm and productive even when things are unclear or ambiguous; Effectively handles risk and deals constructively with problems that do not have a clear solution; Readily adapts personal, interpersonal and leadership behavior to match shifting demand; Understands that different situations may call for different approaches and therefore acts differently depending on circumstances.

Why consider 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>

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

Finance

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.

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

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