

# Senior Analyst

Job ID  
REQ-10039857  
Mar 06, 2025  
India

## Summary

This role will be supporting engagement leads in delivering complex analytical solutions using multiple datasets for the IDS team. This role focuses on analyzing payer, provider, and patient dynamics to optimize market access strategies, reimbursement, and patient affordability. The candidate should have strong analytical skills, a deep understanding of managed markets/ market access, and the ability to work cross-functionally to drive impactful outcomes.

## About the Role

### Key responsibilities

- Analyze payer data, formulary coverage, and market share to assess and optimize product access across commercial and government payers.
- Segment payers based on their policies, formulary positions, and prescription trends, identifying high-potential accounts and key influencers.
- Use predictive analytics and machine learning models to forecast payer behavior, such as formulary changes, policy shifts, or reimbursement trends.
- Analyze patient claims data, physician prescribing behavior, and treatment utilization patterns in response to payer policies and formulary changes
- Monitor competitor activities, including pricing, formulary status, and payer contracts, to assess their impact on market share and market access strategies.
- Develop scenario-based models to simulate different deals/ contracts and study the impact of different payer policies on product uptake.
- Provide analytics support to Novartis internal customers on various high complexity analytical reports.
- Working knowledge of multiple datasets e.g. LAAD, Xponent, Plantrak, SMART etc. and formulary datasets (MMIT, DRG - Fingertip, etc.), managing and organizing data sets from databases to find patterns and trends in data.
- Transforming these complex and granular data into actionable insights.
- Putting together specifications to extract/transform data into required formats for different analytical elements using SQL/DSS or other data processing tools.
- Require experience in quantitative analysis with a demonstrated focus in analytics, and experience with coding languages (SQL OR Python) to query and extract data. Also, experience with BI tools, working with very large data sets is a plus.
- Create the foundation for more sophisticated approaches to existing analysis and leverage advanced analytics wherever it is required and beneficial.
- Establish and maintain positive relationships with key functional stakeholders.
- Takes initiative to drive standardization of reports across brands.

## Essential Requirements:

- Masters/ bachelor's in technology/ life-sciences/ management
- Minimum of 3+ years' experience processing and analyzing market access data sources such as IQVIA, MMIT, DRG, or Symphony Health.
- Strong understanding of US healthcare systems, payer landscapes, and reimbursement dynamics
- Expertise in SQL, DataIKU and/or other data processing tool. Knowledge of Statistical modeling or ML is a plus.
- Understanding of healthcare terminology and real-world patient level data
- Good communication and interpersonal skills. Conceptual, analytical & tactical thinking, strategic thought process

## Desired Requirements:

- Experience in Market Access Integrated Insights or Managed Markets strategy.
- Ability to multi-task, work in a demanding global team environment, work under tight deadlines. Develop and maintain strong individual and team performance.

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Division

Operations

Business Unit

Innovative Medicines

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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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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