

Manager

Job ID
REQ-10023137
Sep 24, 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

Position Title: Manager

Location – Hyd |India| #LI Hybrid

About the Role:

Acts as a function level SME, works on multiple client engagements with collaborating with teams members to produce high quality results. Provide though leadership and innovation, lead initiatives of process excellence and possesses very strong analytical skills

Your responsibilities include, but are not limited to:

- Help develops new service offerings in close collaboration with functional and account management teams
- Build and deliver below customer requirements as per agreed SLAs (timeliness, accuracy, quality, etc) and drive excellent customer service
- Hands on to Customer segmentation & targeting, Field-force optimization, Territory alignment, Incentive compensation (Plan-Design-Admin), Territory sales performance reports, Activity (QTQ) performance reports, Others SFE support, Call plan management and Territory action plan report
- Deliver services through structured project management approach with appropriate documentation and communication throughout the delivery of services

What you'll bring to the role:

- Should be customer service oriented and strong and proactive business results-focus, and proven track record to provide insights that increase efficiency

- Support team leaders in recruitment and on-boarding of new associates within the organization. Leads capability building by actively prioritizing various knowledge sharing sessions that enables growth and improves quality of CSP Hyd deliverables across the function.
- Stay in sync with all internal functional operating procedures like time tracking, critical metric tracking and strong analytical thinking with problem solving approach.
- Build and maintain standard operating procedures (SOPs), quality checklists that will enable excellent quality outputs for all outputs within the function. Develop and maintain knowledge repositories that captures qualitative and quantitative reports of brands, disease areas, macroeconomic trends of Novartis operating markets, etc.
- Reporting, and other internal systems and processes. Comply to all Novartis operating procedures as per legal / IT / HR requirements

Desirable requirements:

- University/Advanced degree is required, Master's degree in fields such as business administration, finance, computer science or technical field is preferred
- Experience (8+ years) in |Hands-On | Snowflake (SQL), ETL, Data Model Design IC, Pharma Analytics in a market research firm or pharmaceutical company or Pharma KPO and should have an understanding of Pharmaceutical business including its regulatory environment.

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: :

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

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>

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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 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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