

# Director, US Forecasting

Job ID  
REQ-10042272  
Mar 07, 2025  
USA

## Sommario

### Location:

This role is based in East Hanover, NJ and will not have the ability to be located remotely. Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you. This position will require up to 10% travel as defined by the business (domestic and/ or international).

### Job description summary:

The Director, Forecasting will be responsible for strategic demand forecasts for upcoming launch brand 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 enable the business organization to drive optimal decisions on investments based on accurate understanding of brand potential. This role will report to the Executive Director, Forecasting within the Insights and Decision Sciences (IDS) Organization.

#LI-Onsite

## 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
- Develop new and innovative analytics models / methods 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

## Essential Requirements:

- **Education:** Bachelor's degree in a related field
- 8 years of pharmaceutical forecasting (in branded business)/ data analytics/ sales operations
- 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

## Desirable Requirements:

- Experience supporting both pipeline and marketed product(s)
- Experience in Immunology and Specialty Disease
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**Commitment to Diversity & Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

## Legal Disclaimer/Country specific legal requirement:

The pay range for this position at commencement of employment is expected to be between \$185,500 and \$344,500/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, 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:** 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>

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Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?

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### **Accessibility & Reasonable Accommodations**

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 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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Posizione

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Company / Legal Entity

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Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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