

## Therapeutic Area Head

Job ID  
REQ-10035822

1月 09, 2025

Cyprus

### 摘要

To lead, manage and develop the overall performance of the therapeutic area's current and future product portfolio, with oversight of the execution of pre-launch and launch plans across all line functions (Access, Commercial/Medical) in Cyprus and Malta. To develop a high-performing sales and marketing team and build effective and enduring business relationships with key customers/stakeholders. To deliver sales and profits within agreed budgets and drive the implementation of innovative commercial and partnership models. To lead a revenue organization covering both sales and marketing activities with direct responsibility for P&L for the TA, and the strategic & operational issues.

### About the Role

Your responsibilities:

Your responsibilities include, but are not limited to:

- Accountable for delivering the therapeutic area brand performance with respect to sales, market share, and profitability to meet or exceed budget targets
- Define, drive and oversee the launch planning and execution of upcoming key launches by ensuring seamless cross-functional and (as applicable) cross-divisional collaboration
- Partner with other TA heads and support in the development of an agile, customer-led digital and customer solutions strategy which meets the evolving needs of the business, our customers and patients.
- Develop and strengthen strategic relationships with customers (e.g. physicians, key accounts, specialty pharmacies, KOLs and payors) to support medical and commercial activities in alignment with compliance guidelines
- Coordinate and manage cross-functional teams (Sales, Marketing, Medical, Value & Access) to effectively execute on prioritized tactics
- Drive the spirit of “ONE Team” across all functions (TA first) and build diverse, effective & agile teams who deliver consistently.

## Minimum Requirements

### Education

- University degree (science, business, policy)
- MBA or Doctoral degree (MD/Pharm. D/PhD) will be considered an asset

### Languages:

- English & Greek fluent spoken & written.

### Experience:

- Senior leadership background experience with multiple Business Unit is a plus.
- Strong Cyprus healthcare system expertise and experience and pharma/healthcare market.
- Experience in leading sales and marketing teams.
- People Management experience for at least 3 years
- Strong track-record in launching and pre-launching in a specialty care market
- Develop and lead a high-performing team.
- Cross-functional expertise leading highly complex projects.

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>

部门

International

Business Unit

Innovative Medicines

地点

Cyprus

站点

Cyprus

Company / Legal Entity

CYP0 (FCRS = CH024) NPHS RO Cyprus

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

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



Job ID  
REQ-10035822

Therapeutic Area Head

[Apply to Job](#)

---

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10035822-therapeutic-area-head>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cyprus/Therapeutic-Area-HeadREQ-10035822-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Cyprus/Therapeutic-Area-HeadREQ-10035822-1>