

Sales & Marketing Lead

Job ID
REQ-10039000

2月 07, 2025

Ireland

摘要

Responsible for the sales and marketing functions in the Neuroscience team in Ireland.

About the Role

Major accountabilities:

- Accountable for delivering the TA sales, market share, and profitability to meet or exceed budget targets.
- Defines, develops and oversees short and long-term strategic marketing (and sales) plans in line with regional & global marketing strategy.
- Monitors market trends, sales and product performance, conducts regular reviews against plans and takes corrective action as required.
- Responsible for the budget and financial performance of the unit.
- (Region/cluster/country) -Ensures alignment to all Ethics, Risk & Compliance policies and

manage key processes.

Key performance indicators:

- Maximization of launch readiness and portfolio value/ growth of key assets for major IMI markets.
- Financial & Business results (Revenue growth, Profitability, Market share) -Strategy/Market Focus (Resource allocation, Long-term BU strategy and planning, Market access effectiveness/impact, Novartis market reputation) -Operational Excellence (Delivery against development milestones, Product launch success) -People, Capabilities, and Management (Our Voice survey, Talent development, talent acquisition, Culture, D&I KPIs, Succession Plans strength, High profile turnover, Code of Ethics)

Minimum Requirements:

Work Experience:

- P&L or Unit Accountability.
- People Leadership.

Skills:

- Agility.
- Asset Management.
- Business Development.
- Business Strategy.
- Commercial Excellence.
- Cross-Functional Collaboration.
- Customer Orientation.
- Digital Marketing.
- Go-To-Market Strategy.
- Healthcare Sector Understanding.
- Influencing Skills.
- Inspirational Leadership.
- Key Account Management.
- Market Share.
- Market Trend.
- Marketing Strategy.
- Negotiation Skills.
- People Management.
- Priority Disease Areas Expertise.
- Product Launches.
- Product Lifecycle Management.
- Profit And Loss (P&L).
- Sales.
- Selling Skills.
- Stakeholder Engagement.
- Stakeholder Management.
- Strategic Partnerships.
- Value Propositions.

Languages :

- English.

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部门

International

Business Unit

Innovative Medicines

地点

Ireland

站点

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area

Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

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