

TA Head, Immunology

Job ID
REQ-10045967

3月 28, 2025

United Kingdom

摘要

About the role:

Therapeutic Area (TA) Strategy: Leverage global TA strategy to create a compelling local TA vision, mobilize & align the x-functional team (Medical and Value & Access) to execute the brand strategy
Launch planning & Execution: Prepare best-in-class launches & unleash the full potential of strategic brands in the country

Commercial Performance: Drive & deliver on sales performance, growth and revenue of TA priority brands

Maximization of In-market brand performance: Activate new customer engagement model for the respective TA fit for local archetype and based on deep disease area insights

External stakeholders: Create meaningful and trustful relationships with TA relevant external institutional stakeholders (central government, local payers, patient organization etc), representing the organization externally

Talent Management: Attract, retain & engage highly capable & diverse talents (including other industries) and build effective teams who consistently deliver

About the Role

Role requirements:

- Leading Teams: Direct team leadership experiences (team of min. 10-20 people) and inspiring them to deliver growth/ change
- P&L management: Successfully delivered top & bottom-line targets
- Launch Experience: Track record in defining & implementing the launch strategy for a specialty brand in healthcare industry
- International experiences (having worked at least in one additional market outside of your “home country”)
- Customer facing experiences (patients, healthcare professionals, healthcare partners, government)
- External Stakeholder Management: Proven ability of building relevant long-term partnerships with external stakeholder to create joint value
- Business Acumen: Proven experiences of anticipating external market dynamics and translating them successfully in TA strategy
- Customer Centricity: Successfully delivered an outcome-oriented targeted customer engagement initiative based on deep disease area insights
- Leading Transformation: Experiences in leading business and/or organizational transformation processes
- Access Experience: Exposure tackling access/reimbursement challenge

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>

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International

Business Unit
Universal Hierarchy Node

地点
United Kingdom

站点
London (The Westworks)

Company / Legal Entity
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

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