

# Rare Disease Lead

Job ID  
REQ-10014738  
Jul 12, 2024  
Serbia/Monten.

## Summary

This role is responsible for delivering high performance across the current rare disease product portfolio (Zolgensma, Luxturna and Ilaris) and future assets in this area. The role requires an individual who is passionate about rare diseases and their treatment, and who brings a broad skill set with a can-do attitude to all aspects of their work. The role identifies significant growth opportunities across 3 countries, sets strategy/plans for converting opportunities to sales, and leads collaborative matrix teams in country to ensure commercial excellence in execution of plans

## About the Role

Responsibilities:

- Drives portfolio performance by identifying strategic growth opportunities across countries and brands.
- Outlines actionable strategic goals for the rare diseases business over the defined planning period, and coordinates efforts of local operations and support functions.
- Develops and executes a sound cross-functional business plan including revenue forecasts, resource estimation and tactical investments required to deliver target performance.
- Coordinates matrix of local teams in creating focused plans and delivering excellence in execution in individual countries. Monitors implementation against agreed budget and timelines.
- Builds influential and collaborative relationships with identified external stakeholders in collaboration with local IM country organisations/Medical Affairs, Market Access, Patient Advocacy, External Affairs and commercial to ensure effective patient access and outcomes.
- Increase the awareness of rare disease brands, programs, and disease areas through scientific presentations, projects, and educational training.
- Works seamlessly across the wider Novartis IM organisations to ensure support for and delivery of projects.
- Demonstrates understanding and behaviour consistent with the culture of ethics, integrity and Novartis values and complies with all applicable policies, laws and regulations.
- Complies with all Novartis standards of behaviour and ethics.
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Requirements:

- University degree in Medicine or Pharmacy
- Minimum of 5 years experience in Brand Management/Medical Affairs roles in international pharmaceutical companies, preferably in multiple therapeutic areas positions. Exposure to orphan drugs is a plus.
- Scientific credibility and demonstrated ability to influence members of the medical/scientific community.

- Demonstrable ability as a self-starter and to work in a cross-functional environment.
- Direct experience of working with PAGs is highly valued.
- Exceptional interpersonal and organizational skills and attention to detail, with ability to identify shared goals and achieve consensus among individuals and stakeholders.
- Strong presentation and written and verbal communication skills.
- Proficiency in written and verbal English language, additional languages are plus.
- Prepared to travel when required.

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

Division

International

Business Unit

Innovative Medicines

Location

Serbia/Monten.

Site

Serbia

Company / Legal Entity

RSP0 (FCRS = CH024) NPHS RO Serbia

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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