

TA Head Immunology & Neuroscience

Job ID
REQ-10016984
Jul 30, 2024
Switzerland

Summary

Location: Rotkreuz, Switzerland #LI-Hybrid

The purpose of the role is

- 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)
- 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 models

This position is part of the local leadership team and reports directly into the President Innovative Medicines Switzerland.

About the Role

Key Responsibilities:

You lead and manage the product portfolio of the therapeutic area, oversee the pre-launch and launch plans, develop a high-performing team, build strong customer relationships, and deliver sales and profits with innovation. Internally you co-lead the strategic planning and x-functional, hands on execution.

Your responsibilities include, but are not limited to:

Performance & Launch

- Deliver sales, market share, and profitability goals for the therapeutic area (TA)
- Grow the TA by managing existing products, launching new products and line extensions, and forming strategic partnerships
- Lead and coordinate cross-functional and cross-divisional launch planning and execution for key launches
- Optimize and enhance sales force performance and capabilities, and ensure adherence to Ethics, Risk & Compliance policies and financial targets

Strategic agility / Business Acumen / Results-orientation

- Translate Global TA strategy, content and solution into localized strategy and tactical measures; develop and execute on tactical brand/launch plan at the local level, collaborating with all functions including

Medical, Value & Access, Business Excellence and Execution

- Support strategic portfolio development activities for the business

Leadership & Culture

- Coordinate and manage cross-functional teams (Sales, Marketing, Medical, Value & Access) to effectively execute on prioritized tactics
- Successfully lead the TA team, build high performing culture, foster innovation, and manage all people-management related processes (recruiting, performance management, coaching). Identify and build key capabilities, talent pipeline and ensure proper development of assigned people
- As a member of the Country Leadership Team, the TA head plays a crucial role in driving change within the organization to enhance cross-functional collaboration, prioritize effectively to increase efficacy, and increase execution to maximize the impact of the organization
- Drive the spirit of “ONE Team” across all functions (TA first) and build diverse, effective & agile teams who deliver consistently
- Inspire people through role modelling cultural behaviors to enable the organization to transform & perform

What you'll bring to the role:

- University degree (Science or Commercial), MBA or Doctoral degree (MD/Pharm. D/PhD) preferred
- Business fluent in English (and ideally in German and/or French)
- 10+ years of relevant experience working with high-performing regional and local marketing, medical and or access teams in healthcare/life sciences industry
- Direct people management experience ensuring accountability to drive results – holding self and others accountable to meet commitments and drives performance, builds a strong x-functional team
- Proven ability to actively influence and collaborate with peers to drive change and achieve common goals
- Successfully delivered top & bottom-line targets (P&L responsibility)
- Proven experiences of anticipating external market dynamics and translating them successfully in TA strategy
- Proven ability to drive successful launches
- Customer facing experiences (patients, HCP's, healthcare partners, government)

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:

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Commitment to Diversity & Inclusion:

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

Hiring decisions are only based on the qualification for the position, regardless of gender, ethnicity, religion,

sexual orientation, age and disability.

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you

would like to request this, please let us know in advance as a note on your CV.

Adjustments for Applicants with Disabilities:

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you would like to request this, please let us know in advance as a note on your CV.

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>

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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Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

Rotkreuz (Office-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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