

# Exec. Director, Therapeutic Area Strategy, Cardiovascular

Job ID  
REQ-10012730  
Jul 11, 2024  
Switzerland

## Summary

Location: Basel, Switzerland (& Cambridge MA) The Executive Director, Therapeutic Area (TA) Strategy will create and update as appropriate a holistic TA strategy, for Cardiovascular & Metabolism. Provide early-phase commercial insights to project teams, drive TA-specific internal and external licensing/ acquisition opportunities and ensure integrated enterprise alignment across Novartis Biomedical Research, Development, Strategy & Growth, and the commercial US and International units.

## About the Role

Your responsibilities include, but not limited to:

- Develop Strategy for a Cardio Renal or Metabolic portfolio pillar and contribute to overall TA strategy
- Define and drive mid-and-long term portfolio strategy, goals, strategic objectives and leadership aspiration within TA and DAs in collaboration with other functions within Strategy & Growth (S&G), and across US and International commercial, Biomedical Research, and Development units
- Support the Therapeutic Area Leadership team (TAL) as the Enterprise strategic body that owns the TA Strategy and reviews all programs at Toll Gate transitions (from drug candidate to SDP)
- Lead strategy revisions and updates and orchestrate stakeholder alignment as needed, e.g., due to internal or external market events.
- Identify potential pipeline gaps and make recommendations to address with other S&G functions, US, International, Biomedical Research, and Development
- Commercial lead on external evaluations for BD&L and acquisitions, inception to deal close. Developing evaluations (across all phase products) based a thorough understanding of the TA, insights developed and tested externally using secondary analytics, PMR and CI.
- Commercial lead on the early phase project teams (from drug candidate to Phase 3). Responsible for p3 programs transition to US and International Markets,
- Responsible for forecast and other commercial models' development and alignment with key markets
- Collaborate closely with key stakeholders (e.g., US, International, Biomedical Research, Development, and engage other functions such as Value & Access and US Market Access) to facilitate port-folio decision making in the context of our goal of becoming a top 5 Pharma player in the US while maintaining our international leadership.

Key Requirements:

- Advanced degree (PhD, MD cardiologist or internal medicine preferred) or equivalent experience in life science/healthcare; MBA.
- Significant experience gained in Pharma Industry with a strong Scientific or medical background

- Significant BD&L and or M&A deal and evaluation experience (agile in assimilating technical and medical data, financial modelling (forecasting, P&L), conducting, commissioning, analyzing primary and secondary research)
- Demonstrated Consulting experience & C-suite presentation skills, written and oral
- Demonstrated Therapeutic Area (TA) knowledge and experience in Cardio Renal or Metabolic (or track record to acquire required TA expertise effectively and rapidly)
- Experience of strategy development and asset shaping early in lifecycle.
- Highly agile having the capacity to manage several strategic Disease Areas (Das) within a TA and multiple programs internal and external.
- Highly analytical with the ability to lead and thrive in high challenging environment.
- Proficiency in English required. (spoken and written).
- Extensive US market experience
- Effective and persuasive communicator with strong presentation, communication (both written and verbal), influencing and negotiation skills.
- Travel: ability to travel domestically and internationally, to be determined based on business needs

**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

Strategy & Growth

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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