

Neuromuscular/SMA Head International

Job ID
REQ-10031542
Dec 06, 2024
Switzerland

Summary

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

About the Role

The International Neuromuscular/SMA DA Head is accountable for end-to-end asset strategy in major International markets. The DA Head role will evolve the early asset strategy into a competitive, truly cross-functional brand strategy that is fit-for-purpose for International and sets a foundation for first indication launch success and builds for future lifecycle opportunities.

Major Accountabilities:

- Evolve the asset strategy and drive market shaping, partnership with cross-functional teams across International while incorporating the voice of top international markets
- As a core member of GPT, partner with Development – to provide input to shape TPP & Integrated Evidence Plan and maximize commercialization & patient access potential of the asset in key markets in international.
- Partner with top 3 International markets and regions to adapt and operationalize the early asset strategy into a competitive, truly cross-functional roadmap for launch assets including launch sequencing, market readiness, risks and opportunities.
- Lead development and maintenance of an impactful brand identity, positioning, aligning across commercial, medical requirements for global brand consistency.
- Build networks & collaborative partnerships with x-units, x-functional & key markets to deliver the best asset launches.
- Attract, retain & develop highly capable & diverse talents and build effective teams who consistently deliver.

Essential requirements:

- Proven experience in launching or leading Zolgensma or SMA-related therapies in a mid to large country.
- Direct country management leadership experience in mid-size markets or therapeutic area leadership in large markets.
- International launch experience in-country, preferably above country and in neuroscience medicines.

- Deep neuroscience commercial experience in and above market.
- High-performing and high-growth brand or market experience with an understanding of key drivers in shifting customer and patient behaviors to deliver the best asset launches.
- Top international market experience preferred for enabling a better launch impact throughout pre-launch to LCM stages of an asset in markets.
- Strong track record in collaborating and partnering with cross-unit, cross-functional, and key markets to achieve strategic and performance targets.
- Broad understanding of different healthcare systems, key decision makers, market priorities and dynamics, and the competitive landscape.

Desirable Requirements:

- Experience in delivering asset launches with rigor, a sense of urgency, and commercial execution.
- Ability to focus on larger, longer-term issues, and create plans and strategies. Comfortable navigating the matrix and people-related organizational dynamics.
- Establish credibility and influence across diverse stakeholders and navigate an environment of shared outcomes and cross-business accountabilities. Demonstrates enterprise leadership, balances diverse stakeholders and conflicting priorities to drive results.
- Creates empowered leaders to execute efficiently through the layers of the organization and across geographies. Systematic development across the organization to build teams with diverse perspectives and capabilities to deliver business plans.
- Courage to address complex issues. Clearly and effectively communicates with senior stakeholders (both internal and external) to align on vision, purpose, and goals. Generates trust, builds credibility, and drives engagement with people and stakeholders.

Location:

This role is based in Basel, Switzerland

Benefits:

Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity & Inclusion:

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

Accessibility and accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to inclusion.switzerland@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

Join our Novartis Network: *If this role is not suitable to your experience or career goals but you wish to stay connected to learn 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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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