

Commercial Lead, UK

Job ID
REQ-10038461
Jan 31, 2025
United Kingdom

Summary

The Commercial Lead develops and drives the commercial strategy and activities for the In-Market Brand portfolio in Novartis UK.

About the Role

Location:

This role is office based at the White City office in London with hybrid working which requires 12 days in the office per month.

#LI Hybrid

Key responsibilities:

Strategic Recommendations for In-Market Brands:

- Lead the development and implementation of the commercial strategy for the In-Market Brand portfolio, considering the overall CPO goals
- Regularly conduct strategic reviews of the portfolio and identify growth strategies to enhance overall profitability
- Leverage experience in BD&L by identifying, defining and executing appropriate BD&L opportunities in collaboration with RE/International
- Consider and support divestment opportunities
- Make recommendations on moving non-priority brands in TAs at the right time

Budget Management:

- Responsible for the achievement of brand sales and market share targets
- Contribute to any reporting requirements for the portfolio
- Proactively outline risks and opportunities across the portfolio to enable CPO financial planning and expectation management
- Contribute to budget planning within team - ensure expenditure is in line with agreed budget communicating deviation

Implementation of Tactics & Brand Governance:

- Accountable for the execution of the commercial strategy for the In-Market brand portfolio

- Define and implement the transition strategy for products approaching loss of exclusivity and ensure a coordinated approach cross-functionally as they transfer from TAs to the IB team
- Oversee brand governance requirements by working with relevant functions such as Medical, Patient Safety, Regulatory, and Legal (RMPs, PI, safety label changes, and any POPsys requirements).
- Ensure all promotional activities and materials are aligned with strategy and meet the requirements of the ABPI, MHRA, Novartis P3 principles, and competition law.

Leadership:

- Collaborate with above-country counterparts and mature brand TAs in Region Europe and Global.
- Provide leadership and coaching to the Commercial Manager, and effectively lead cross-functional teams to deliver key projects
- Continuously evaluate activities to inform rapid decision-making (e.g., fail/scale)

Requirements:

- Strong understanding of the Generics or Biosimilars market
- Experience with Business Development & Licencing
- Experience in a Commercial /Pricing/Tendering role within the Pharmaceutical industry
- End of product life cycle management/mature product commercialisation experience
- UK healthcare experience is highly beneficial
- Demonstrate an enterprise mindset and customer focus
- Proven negotiation and influencing skills

Commitment to Diversity & Inclusion:

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

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:

Competitive salary, Annual bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidised dining facilities, Employee recognition scheme, learning and development opportunities.

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?

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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

United Kingdom

Site

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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