

# PMO, CRM&IPA

Job ID  
REQ-10018477  
Aoû 08, 2024  
Chine

## Résumé

Work closely with Head of Strategy to coordinate and drive central strategic priority and landing in relevant TA. Identify and evaluate strategic opportunities & revenue potential for continued future growth. Ensure the alignment of TA Head and Strategy team to address TA specific commercial needs. Drive Key Strategic Projects.

## About the Role

### Major accountabilities:

- Work closely with Head of Strategy to coordinate and drive central strategic priority and landing in relevant TA
- Work closely and support Strategic TA Head; as needed, assume responsibility for the evaluation of new strategic opportunities with solid business case.
- Identify and evaluate strategic opportunities & revenue potential for continued future growth. This will include in-depth understanding of the in-line business (customers, product profile, competitive landscape, emerging trends & policies)
- Establish close working relationship / well project management with the assigned TA (marketing, sales, medical, and access) as well as internal cross-functional teams in order to get their inputs timely and include into any strategic evaluation process (i.e. regulatory, finance, manufacturing, pricing and reimbursement, etc.)
- Ensure the alignment of TA Head and Strategy team to address TA specific commercial needs
- Engage external various kinds of key stakeholders to understand TA business environment as well as establish key customers relationship to drive insights into growth opportunities and ways to better address customers' needs.
- Drive Key Strategic Projects (e.g. Broad Access, Innovative Partner Model, LCM, etc.)
- Support and/or interactions for governance forms
- As needed support key strategic initiative that supports China organization (above or beyond TA focus)

### Key performance indicators:

- Achievement of TA-specific KPIs (e.g. sales, # of patients, etc.)
- Evaluation of TA Head (performance, project delivery, etc.)

### Minimum Requirements:

#### Work Experience:

- Collaborating across boundaries.

- Industry/ Business Exposure.
- Major Change.
- Strategy Development.
- Organization Scope; Scale and Complexity.
- Financial Management.
- Functional Breadth.

#### **Skills:**

- Analytical Skill.
- Artificial Intelligence (Ai).
- Business Development.
- Business Partners.
- Business Strategy.
- Change Management.
- Data Analytics.
- Decision Tree (Forecasting Model).
- Finance.
- Go-To-Market Strategy.
- Influencing Skills.
- Leadership.
- Management Consulting.
- Pipeline (Software).
- Senior Management.
- Strategic Planning.

#### **Languages :**

- English.

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Division

International

Business Unit

Innovative Medicines

Emplacement

China

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

BDL et planification stratégique

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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.

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