

# Business Excellence & Execution Head

Job ID

REQ-10035819

jan 07, 2025

République de Chypre

## Résumé

- Providing guidance and support across commercial with the objective to anticipate, identify, accelerate and support the performance and implementation of new and competitive commercial models aimed to drive innovation that will shape the health care system enabling faster access to our portfolio, optimizing execution and business excellence
- Build strategic framework for the digital solutions portfolio with the ultimate goal to:
  - 1) Accelerate time to treatment
  - 2) Enhance customer experience
  - 3) Effectiveness & efficiency of our M&S model

## About the Role

Your responsibilities include, but are not limited to:

- Is responsible for designing, updating and implementing new go-to-market strategies, with the aim to innovate, accelerate Patient Journey and secure future competitive advantage.
- Driving adoption of Innovative commercial models across the organization
- Development and implementation of robust execution approaches and action plans for Salesforce Excellence and Effectiveness
- Consistent measurement and monitoring (metrics, KPIs, etc) of external competitiveness and execution (e.g., benchmarks against competitors, audits such as STEM, IMS and ATUs, market share progression, NRx/TRx tracking etc)
- Drive Customer engagement Performance: - Quantity & Productivity (of targeted customer engagement - Quality & Mix (impact on business and voice of customer 'VOC') to support the in-market performance of priority brands
- Leads Digital Transformation function and identifies new trends and customer needs, competitive strategies & the evolving technological landscape while facilitating and actively promoting best practices sharing across the enterprise (within and outside of Next Generation Engagement Program)
- Leads and designs an organization-wide learning and capability building programs (Marketing, Sales, Market Access & Medical) making sure proper skills and capabilities for long-term business success exist.

## Minimum Requirements

### Education:

- University degree (science, business, policy)

- *MBA or bioscience, medicine degree (MD/Pharm. D/PhD) will be considered an asset*

#### **Languages:**

- English & Greek fluent spoken & written.

#### **Experience:**

- Extensive (>12) years experience in leadership positions within the pharmaceutical industry and essential knowledge of mature brands
- People Management Experience at least for 3 years
- Proven track-record of P&L and commercial management responsibility
- Senior leadership background experience with multiple Business Unit is a plus.
- Strong Cyprus healthcare system expertise and experience and pharma/healthcare market.
- Strong track-record in launching and pre-launching in a specialty care market
- Expertise in Customer Engagement business processes and platforms
- Good understanding of digital trends & solutions, technology platform and products
- Medical background or medical assignment will be considered an asset

**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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Division

International

Business Unit

Innovative Medicines

Emplacement

République de Chypre

Site

Cyprus

Company / Legal Entity

CYP0 (FCRS = CH024) NPHS RO Cyprus

Functional Area

Commercialisation

Job Type

Full time

Employment Type

Regular

Shift Work

No

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