

Therapeutic Area Head

Job ID

REQ-10035822

jan 09, 2025

République de Chypre

Résumé

To lead, manage and develop the overall performance of the therapeutic area's current and future product portfolio, with oversight of the execution of pre-launch and launch plans across all line functions (Access, Commercial/Medical) in Cyprus and Malta. To develop a high-performing sales and marketing team and build effective and enduring business relationships with key customers/ stakeholders. To deliver sales and profits within agreed budgets and drive the implementation of innovative commercial and partnership models. To lead a revenue organization covering both sales and marketing activities with direct responsibility for P&L for the TA, and the strategic & operational issues.

About the Role

Your responsibilities:

Your responsibilities include, but are not limited to:

- Accountable for delivering the therapeutic area brand performance with respect to sales, market share, and profitability to meet or exceed budget targets
- Define, drive and oversee the launch planning and execution of upcoming key launches by ensuring seamless cross-functional and (as applicable) cross-divisional collaboration
- Partner with other TA heads and support in the development of an agile, customer-led digital and customer solutions strategy which meets the evolving needs of the business, our customers and patients.
- Develop and strengthen strategic relationships with customers (e.g. physicians, key accounts, specialty pharmacies, KOLs and payors) to support medical and commercial activities in alignment with compliance guidelines
- Coordinate and manage cross-functional teams (Sales, Marketing, Medical, Value & Access) to effectively execute on prioritized tactics
- Drive the spirit of "ONE Team" across all functions (TA first) and build diverse, effective & agile teams who deliver consistently.

Minimum Requirements

Education

- University degree (science, business, policy)
- *MBA or Doctoral degree (MD/Pharm. D/PhD) will be considered an asset*

Languages:

- English & Greek fluent spoken & written.

Experience:

- Senior leadership background experience with multiple Business Unit is a plus.
- Strong Cyprus healthcare system expertise and experience and pharma/healthcare market.
- Experience in leading sales and marketing teams.
- People Management experience for at least 3 years
- Strong track-record in launching and pre-launching in a specialty care market
- Develop and lead a high-performing team.
- Cross-functional expertise leading highly complex projects.

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

International

Business Unit

Innovative Medicines

Emplacement

République de Chypre

Site

Cyprus

Company / Legal Entity

CYP0 (FCRS = CH024) NPHS RO Cyprus

Functional Area

Gestion commerciale et générale

Job Type

Full time

Employment Type

Regular

Shift Work

No

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