

TA Head, Immunology

Job ID
REQ-10045967
Mar 28, 2025
United Kingdom

Summary

About the role:

Therapeutic Area (TA) Strategy: Leverage global TA strategy to create a compelling local TA vision, mobilize & align the x-functional team (Medical and Value & Access) to execute the brand strategy

Launch planning & Execution: Prepare best-in-class launches & unleash the full potential of strategic brands in the country

Commercial Performance: Drive & deliver on sales performance, growth and revenue of TA priority brands

Maximization of In-market brand performance: Activate new customer engagement model for the respective TA fit for local archetype and based on deep disease area insights

External stakeholders: Create meaningful and trustful relationships with TA relevant external institutional stakeholders (central government, local payers, patient organization etc), representing the organization externally

Talent Management: Attract, retain & engage highly capable & diverse talents (including other industries) and build effective teams who consistently deliver

About the Role

Role requirements:

- **Leading Teams:** Direct team leadership experiences (team of min. 10-20 people) and inspiring them to deliver growth/ change
- **P&L management:** Successfully delivered top & bottom-line targets
- **Launch Experience:** Track record in defining & implementing the launch strategy for a specialty brand in healthcare industry
- **International experiences** (having worked at least in one additional market outside of your “home country”)
- **Customer facing experiences** (patients, healthcare professionals, healthcare partners, government)
- **External Stakeholder Management:** Proven ability of building relevant long-term partnerships with external stakeholder to create joint value
- **Business Acumen:** Proven experiences of anticipating external market dynamics and translating them successfully in TA strategy
- **Customer Centricity:** Successfully delivered an outcome-oriented targeted customer engagement initiative based on deep disease area insights
- **Leading Transformation:** Experiences in leading business and/or organizational transformation processes
- **Access Experience:** Exposure tackling access/reimbursement challenge

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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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

Universal Hierarchy Node

Location

United Kingdom

Site

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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