

IM President

Job ID

REQ-10047262

Apr 03, 2025

Albania

Summary

-Accountable for contributing to developing overall, cross-functional programs of a priority disease area/ asset, focused on shaping assets with strong commercial potential in line with TA priorities.

-Responsible for delivering sales, market-share, growth and profit within agreed objectives, strengthening the company culture and enhancing/ maintaining Novartis' external reputation while supporting global/regional organizational objectives.

-Responsible for identifying key stakeholders and establishing relationships with key customers, influencers and decision makers to facilitate broader and deeper access for Novartis products & to increase successful patient outcomes, by optimally using available resources, personally influencing the local political environment and building a strong talent pipeline.

About the Role

Major accountabilities:

- Leads, manages & develops the overall performance of the country, collaborating with global and regional leaders to set strategy for current/future product portfolio, delivering sales and profits within agreed budgets, and providing effective leadership of its business divisions, functional groups, and support teams.
- Defines and communicates clear business vision and strategy (based on global vision/strategy) for the DA/ asset and ensures that these are reflected in a focused, lean, and responsive organization.
- Inputs into overall TA strategy, leadership ambition and pipeline/ portfolio decisions.
- Accountable for impactful, actionable early brand strategies until handover to International, by co-developing Integrated Insights Plan, consolidating and aligning inputs and requirements across functions to achieve deep DA ecosystem understanding (patient journey, competitive, access landscape, HCS budget impact and cost effectiveness analysis).
- Fosters an excellence-oriented and customer-focused culture, innovation, and builds best-in-class teams that fully exploit all market opportunities, and internal systems, programs, and tools.
- Drives talent acquisition, succession planning and development of associates.
- Fosters an unbossed, inspired & culture; leads by example while being self-aware and creating a culture of feedback.
- Ensures alignment and creates a common cross-divisional platform for successful collaboration within Novartis.
- Fosters strong collaboration between all divisions and ensures alignment in external stakeholder agenda, policies and compliance approaches while optimizing business synergies for the Novartis Group in the country.
- Maintains and further builds Novartis' reputation for integrity, shapes the political and legislative

environment, maximizes Novartis business opportunities by building and maintaining

Minimum Requirements:

Work Experience:

- Leading large and/or diverse multi-functional teams in Pharma Companies.
- People Leadership.

Skills:

- Business Development.
- Business Strategy.
- Cross-Functional Team Leadership.
- Healthcare Sector Understanding.
- Inspirational Leadership.
- Market Access.
- People Management.
- Stakeholder Management.
- Strategic Partnerships.

Languages :

- English
- Albanian

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

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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

Innovative Medicines

Location

Albania

Site
Albania
Company / Legal Entity
ALP0 (FCRS = CH024) NPHS RO Tirana
Functional Area
Commercial & General Management
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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