

Therapy Area Head Immunology

Job ID
REQ-10051029

May 04, 2025

Saudi Arabia

Summary

To manage and continue to develop the overall performance of the business unit current and future product portfolio, maximising sales within agreed expense budgets, meeting agreed organisational objectives, through effective leadership of the sales, marketing and medical team and optimal management of resources.

About the Role

Major accountabilities:

- The delivery of Business Therapy organisation objectives through effective leadership and management of the Marketing team, direction of Sales Force managers and effective working relationships with relevant internal functions.
- Influences the development and implementation of the optimal strategic vision for the Therapy in the Country, including pipeline and portfolio optimization and external growth strategies

- Outlines actionable goals for Therapy business over a five year planning period, and integrates efforts of local operations, and support areas.
- To determine in conjunction with relevant personnel the appropriate portfolio mix/focus based on optimal resource allocation, internal capability, market fit, competitive dynamics and corporate expectations.
- Through the marketing team to devise and implement product strategies that will achieve optimal long-term performance across the portfolio in terms of market share and product performance. To work with various functions to ensure Novartis capability is in line with long-term portfolio strategy.
- To manage through the marketing/product management team the IPS, marketing/annual operating planning process. To ensure the team identify critical success factors and develop well through marketing programmes core to addressing CSFs and implementing approved product strategies within agreed budgets. To ensure plans/strategies accommodate the changes taking place in the market and respond to customer needs.
- To oversee the effective implementation of the key product marketing plans through the marketing team in line with IPS standards and corporate strategy. To ensure budgets are managed within agreed limits and plans are effectively implemented.
- Responsible for setting performance management objectives based on relevant marketing plans and assessment of individual performance vs. objectives. To be responsible for the effective leadership, management, coaching and counselling of the marketing team. Responsible for training needs analysis and personal development of direct reports and for the formulation of the training and development plans for marketing roles overall.
- To be fully conversant with the customer/marketplace, key dynamics and policies in addition to an up-to-date knowledge of key competitors and their likely strategies.

Key performance indicators/ Measures of success

- Achieve Top & Bottom-Line Objectives for Business Therapy in Sub Cluster
- Achieve Market Share and Market Share Growth Business Therapy in Sub Cluster
- Achieve KOL and Awareness Targets
- Achieve Talent Pipeline Objectives (attract, select, retain, and export)

Number of associates:

5 Direct Reports, 11 Indirect Reports

Financial responsibility:

Therapy Revenue \$17.5m Net Sales

Impact on the organization:

- Critical Role impacting both on Country and Regional Business.
- Key driver in delivery of country sales, strategic, financial, and organisational goals.

Ideal Background

Education:

- University degree in Science and /or degree in Business marketing or clinical research. MBA

preferred

Experience

- 10-12 years sales & marketing experience within pharmaceutical industry, incl 5 years in management position.
- Strong leadership skills to direct a team of marketing staff.
- Well-developed planning and resource allocation skills.
- Strong communication and negotiation skills.
- Sensitive to the pharmaceutical market and strong analytical skills.

Languages:

- English and others as required.

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International

部門

Innovative Medicines

国

Saudi Arabia

勤務地
Riyadh

Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area
Commercial & General Management

職種
Full time

雇用形態
Regular

Shift Work
No

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