

# Marketing Director, Solid Tumours

Job ID  
REQ-10036676  
Mar 31, 2025  
United Kingdom

## Summary

Accountable for the strategic and operational direction of our Solid Tumours Brand Strategy and leading the enterprise-wide teams to deliver sales and market share growth with full profit & loss accountability. Role will lead existing brand indication and have accountability for the launch of brand new indication.

## About the Role

### Location

This role is based in the London office in the UK on a hybrid working basis which requires 12 days per month in the office.

#LI-Hybrid

#LI Hybrid

## Major Accountabilities

- Lead the cross functional team in collaboration with other functional leadership members (Market Access, Medical, Finance) building consensus/buy-in and providing operational direction to these team members
- Accountable for the development and implementation of the strategic marketing plan
- Drive best-in-class launch preparedness and launch execution overseeing execution across all line functions(Commercial/Access/Medical)
- Accountable for the profit and loss for the brand/s, ensuring active management across the TA
- Monitor the product performance, competitive environment and customer base to quickly identify plan changes
- Provide leadership to the team and wider team members including coaching, advising, and developing team members, whilst creating a performance culture to drive high standards and promote engagement
- Accountable for ROI assessments of programs, and while collaborating with Solutions, PRMs, Market Access, Medical, Governmental affairs and P&O to ensure proper execution throughout the field force(s)
- Present to senior management on strategy and action plans to address competitive threats and/ or exogenous market events or deviations in sales targets
- Represent UK on calls with regional and global teams and contributing to Global/TA strategic decisions

## Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

## Role Requirements :

- Leadership : leading a diverse team of Marketing functions ranging from Strategy design (Brand Leads & Cx) to operationalization and execution Brand Managers and, Marketing Assistants) which mandates the agility to navigate very different topics and challenges also require commercial savviness and accumulated experiences (the role in business size and reporting lines is equivalent to TA Head role in a medium size market).
- Leadership : Foster a culture of collaboration (within function and with the broader cross functional team /TAs ) ,promote a culture of openness and empowerment allowing team members to take timely decisions.
- Launch experience : Being at the peak of launch readiness mode for an eBC indication leading the team through the reimbursement and launch journey requires accumulated launch and reimbursement negotiation experiences.
- BC / Oncology / or DA with a similar patient journey : Preferred to have experiences in a similar environment to BC.
- HTA experience : Given the UK environment ,HTA experience will be a plus.
- Significant leadership experience across Commercial or other Function

### Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

### You'll receive:

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

### Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

- Excellent written and verbal communication skills with a broad range of stakeholders
- Demonstrate a customer-focused mindset, with strong working knowledge of UK healthcare system and stakeholder management
- Conceive and/or implement HE&OR evidence generation projects to address data gaps for HTA submissions and manage/support their delivery in accordance with company processes

**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:

<https://talentnetwork.novartis.com/network>

**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

United Kingdom

Site

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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### List of links present in page

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2. <https://talentnetwork.novartis.com/network>
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Director--Solid-Tumours\_REQ-10036676-1

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