

## Associate Director, New Markets

Job ID  
REQ-10048273

5月 06, 2025

Switzerland

### 摘要

The Associate Director, New Markets - Radioligand Therapies (RLT) will be collaborating with the regions to develop commercial strategies and launch plans.

The role is responsible for ensuring enablement of implementation and execution of the commercial strategy for Oncology with a particular focus on radioligand therapies in 3 regions/clusters (APMA, LaCan, WEC, SERCE). This role involves driving strategic and operational initiatives, orchestrating platform expansion, and leading launch readiness and education activities.

If you are driven by a commitment to making a difference in the lives of patients, we would love to hear from you!

### About the Role

Location: Geneva #LI-Hybrid

## Key Responsibilities:

- Strategic Initiatives: Enabling the regions with strategic and operational initiatives to maximize revenue and market impact throughout the launch phases
- Platform Expansion: Orchestrate the expansion of the RLT platform into rest-of-world markets, ensuring successful launch execution.
- Launch Readiness: Lead above-market launch readiness and education activities with the regions.
- Geographical Expansion: Lead the geographical expansion process for the RLT assets.
- Commercial Strategy: Ensure the successful implementation and execution of the commercial strategy; take full accountability for brand insight across the regional organization, and provide strategic insights that shape and develop brand strategy.
- Risk management: identify potential risks in market penetration, developing mitigation strategies.
- Cross-Functional Collaboration: Work collaboratively with cross-functional teams to synthesize findings into actionable insights.
- Resource allocation: ensure optimal use of budget, personnel, and infrastructure to support launch objectives efficiently.
- Quality and Compliance: Lead the development and implementation of standards to support quality and compliance.
- Stakeholder engagement & LT Interactions: communicate with internal and external stakeholders to align expectations and drive business growth. Represent New Markets team across various leadership forums and enabling these interactions with data backed insights.

## Essential Requirements:

- University degree (medical, bioscience or business background preferred).
- At least 4 years of experience in operational business in pharmaceutical or medical equipment industry.
- Consolidated experience in the Oncology Therapeutical Area is mandatory. Prostate Cancer experience is an advantage.
- Expertise in orchestrating pharmaceutical product launches, including regulatory approvals, pricing and reimbursement strategies, stakeholder education, and commercial readiness.
- Proven experience in implementing and executing commercial strategies with a strong understanding of market dynamics, healthcare systems, and regulatory landscapes across multiple regions.
- Ability to lead and collaborate with cross-functional teams, including sales, marketing, regulatory affairs, market access, medical affairs, and supply chain, to ensure seamless execution of strategic initiatives.
- Experience in driving strategic and operational initiatives, optimizing commercial processes, and implementing best practices to support business objectives.
- Experience managing complex projects, leading change initiatives, and driving organizational alignment to support market expansion and new product introductions.
- Strong understanding of pharmaceutical regulations, compliance requirements, and ethical standards across different markets. Understanding of diverse market needs, cultural differences, and local business practices.
- Fluent communication in English language.

## Benefits and Rewards:

Read our handbook to learn about all the ways we 'll help you thrive personally and professionally:  
[Novartis Life Handbook](#)

## Commitment to Diversity and Inclusion / EEO:

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

## Accessibility and accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or to receive more detailed information about the essential functions of a position, please send an e-mail to [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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International

Business Unit

Innovative Medicines

地点  
Switzerland

站点  
Geneva

Company / Legal Entity  
C251 (FCRS = CH251) Advanced Accelerator Applications International SA

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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