

## Nordic Commercial Lead

Job ID  
REQ-10053927

6月 06, 2025

Sweden

### 摘要

#LI-Hybrid

Location: Sweden / Denmark / Finland / Norway.

Some field based activities are expected.

This role is based in one of the Nordic countries (Sweden / Denmark / Finland / Norway). Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Overall job purpose: Overall responsibility for commercial strategies and execution of tactics for the assigned product portfolio.

This role is reporting to the Nordic IM TA Head.

### About the Role

## Key Responsibilities:

- Gather insights about the market, customers and competitors, identify sources of business, target customers, must wins and the job to be done to ensure data driven and impactful commercial activities.
- Lead localization of the International brand strategy (One Brand Plan), create the tactical plan and execute Nordic and country specific commercial tactics. Localize International brand messages and promotional materials (campaigns etc.). Ensure execution of commercial tactics across the Nordics and in countries in line with the OneBP.
- Engage with key external customers in sales calls and implement Nordic and country specific tactics to ensure that the sales targets are met.
- Monitor sales performance against agreed key performance indicators (KPIs) and utilize appropriate tools (e.g. population to sales models) to understand patient dynamics and support the business planning. Manage allocated cost budget in line with agreed tactical plans. Plan volume forecast together with supply.
- Lead/co-lead and coordinate the x-functional Nordic therapeutic area team. (indirect leadership).
- Lead pre-launch preparations in line with the Launch Readiness framework.
- Be the interface with above country (Western European Cluster, Region Europe, International), Nordic leadership team and country stakeholders.
- Inspire and role model a customer focused culture through excellence in execution. Drive a growth/learning mindset and role model an inspired, curious and unbossed culture.
- Ensure awareness and compliance with internal and external regulations across the Nordics.

## Essential Requirements:

- University degree in business and/or bioscience.
- Min. 5 years of experience from Marketing and Sales from Pharma.
- Proficient English and one of the Nordic languages (Swedish, Danish, Finnish or Norwegian) both written and spoken.
- Proven ability to successfully develop brand strategies and implement commercial tactics and promotional materials.
- Strong collaborative mindset.
- Excellent communication skills.
- Strong growth/learning agility.
- Proven ability to lead and motivate cross-functional teams in a matrix organization (indirect leadership).

## Desirable Requirements:

- Previous experience from rare or kidney diseases therapeutic area.

## About Novartis:

Novartis is a leading pharmaceutical company renowned for its innovation. We pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in the Nordics. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

What we offer:

- Competitive salary, annual bonus and pension scheme
- Health insurance
- Flexible working arrangements
- Subsidized lunch facilities
- Inclusive work environment, many social activities and a highly active social committee

Commitment To Diversity & Inclusion:

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

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>

International

Business Unit  
Innovative Medicines

地点  
Sweden

站点  
Kista

Company / Legal Entity  
SE06 (FCRS = SE006) Novartis Sverige AB

Alternative Location 1  
Copenhagen, Denmark

Alternative Location 2  
Espoo, Finland

Alternative Location 3  
Oslo, Norway

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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