

Therapeutic Area Lead, Oncology Transplant and Sickle Cell Disease, SSA

Job ID
REQ-10055120

6月 17, 2025

Ivory Coast

摘要

The Therapeutic Area Lead Oncology Transplant and Sickle Cell Disease (OTS) is responsible for driving the sales operations plan and for achieving agreed sales and broader performance targets for their part of the organization/specific product area. Additionally, the Therapeutic Area Lead OTS will:

- Support the development of an effective sales team through training and coaching or management of key commercial programs.
- Be accountable for driving and optimizing profitability and market share growth.
- Elaborate on local strategy and tactical plans and ensure their implementation; this includes developing close relationships and calling on targeted customers as well as executing field activities.
- Manage Project development in performance and adjust plans accordingly.
- Support on development and implementation of customer-centric and patient-centric programs which create value to key customers and stakeholders so as to maximize Novartis access and market share.
- Actively seek business opportunities, based on a clear and full understanding of products and territory accounts.

The main goal is to enhance an individualized Customer Experience to our stakeholders using an omnichannel engagement approach provided by all functions and departments.

About the Role

Major accountabilities:

- Required to travel regionally for customer visits.
- Accountable for achieving agreed sales, productivity and performance targets.
- Creates and executes business plans to drive this achievement and is responsible for execution of brands' strategic and tactical plans in line with company strategy and standards.
- Works independently to maintain existing clients and to develop new business opportunities.
- Manages and optimizes effective allocation of resources to deliver required business results.
- Manages area sales and expense budgets.
- Become a consultant for Brand-Teams and Customer Facing roles to help them to embed an Omni-Channel congress & event strategy as part of their business processes (Brand Plans & Account Plans) customized according to the need of the individual stakeholder.
- Monitor, revise and analyze impact, define new omnichannel KPIs to optimize customer engagement, maximizing the customer experience
- Manages relationships with key accounts' decision makers, medical experts, patient associations; and other colleagues across business functions to achieve desired results.
- Integrates and assess Global/Regional congress and event strategies and tactics as well as shares Best Practices with them.
- Masters product knowledge and disease area knowledge.
- Gathers and is updated on required information regarding the market, key competitors' market data, pricing intelligence, key accounts etc.
- Ensures Excellency in Customer Satisfaction and Customer Services.
- Complete all reporting and administrative requirements in a timely and accurate manner.
- Operates within Novartis compliance, policies and procedures; and creates a culture that ensures all reports, direct and indirect, do the same. Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

Key performance indicators:

- Achievement of sales revenue and market share targets vs plan
- Management of operating expenses within agreed budgets through effective monitoring and reporting systems
- Customer Satisfaction and Key accounts relationship maintenance within the Assigned territory
- Field force efficiency, Product launch Success Rate
- Support patient and customer centric programs
- Customer Experience performance within the assigned territory

Education & Work Experience:

- University degree in Science and/or business marketing or Equivalent is preferred
- Able to understand changing dynamics of pharmaceutical industry
- Market Knowledge and Network is desirable
- Pre-launch activities
- Sales in Healthcare / Pharma / related business
- Experience with Innovative pharmaceuticals or medical products market, preferably in Oncology, Transplant and Sickle Cell Disease
- Successful in-person and virtual customer facing experience in healthcare/pharma sector
- 3 - 5 years ' Sales and Operational experience in customer-facing roles
- Demonstrated operational skills and performance delivery, ideally in leading transformational change
- Establishing and managing strategic partners
- Excellent analytical, strategic and KPI measurement combined with strong Marketing / Project Management skills
- High drive for superior results, process improvement and simplification
- Excellent collaboration skills - ability to partner across suppliers, internal functions and other regions

Skills:

- Innovative and strategic thinking
- Digital Skills - Presentations (via PowerPoint and MS Teams)
- Analyzing sales data - via Excel
- Interpersonal skills / Emotional Intelligence
- Negotiation / Influencing skills
- Coaching techniques / Situational Leadership
- Planning and decision making
- OnCore/DICE/OnE Coach
- Conflict management
- Art of listening and Emotional intelligence.
- Effective Delegation
- Business planning
- Creating a Healthy Culture
- Data analytics
- Cross-functional collaboration

Languages :

- French and English

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>

部门

Corporate Affairs

Business Unit

Universal Hierarchy Node

地点

Ivory Coast

站点

Ivory Coast

Company / Legal Entity

CI02 (FCRS = CI002) NPHS AG Ivory Coast NTLE

Functional Area

Sales

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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5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ivory-Coast/Therapeutic-Area-Lead--Oncology-Transplant-and-Sickle-Cell-Disease--SSAREQ-10055120>