

## Senior TA Ecosystem Lead

Job ID  
REQ-10058565

7月 22, 2025

Japan

### 摘要

The Senior TA Ecosystem Lead is responsible for understanding and developing a clear guide to the assigned healthcare ecosystem, mapping and building relationships with key stakeholders in the system in support of Novartis' business goals.

### About the Role

Major accountabilities:

- Create an ecosystem in close collaboration with International to ensure early diagnosis and treatment are in place in Renal area.
- Hold responsibility for achieving TA business goals within the ecosystem, sensing market and customer needs.
- Develop dossiers on key organizations, networks, and systems within the ecosystem to document healthcare strategies and business priorities to allow Novartis to better engage with

and maximize value creation for all stakeholders, managing relationships with our most valuable customers.

- Synthesize a deep understanding of the customer and patient journey within the ecosystem, and key points for intervention.
- Be aware of Novartis business challenges, organizational priorities across TA strategy and account & territory management activities.
- Specify requirements for BE&E / V&A / Medical / International engagement within the ecosystem in line with TA strategy needs.
- Use knowledge of ecosystem business, political, cultural, and professional issues to tailor TA resources and requests in addressing ecosystem opportunities and challenges.

Key performance indicators:

- Focused engagement strategies for all key accounts in alignment with the ecosystem and TA strategy plans.
- Clear input into TA Strategy Lead on ecosystem needs through deep understanding of customer and patient journey.

Minimum Requirements:

- Bachelor ' s degree

Work Experience:

- A minimum of 5-year experience in the healthcare industry
- Deep experience in building relationships with MEs and/or other healthcare system stakeholders (field management experience preferred)
- Demonstrated experience leading multidisciplinary and/or matrixed teams
- Must have project management skill
- International experience is highly beneficial

Skills:

- Ability to deeply understand our customers, identify their unmet needs and build strategy to address pain points in ecosystem
- Ability to synthesize complex information for communication with cross-functional teams
- Ability to negotiate with central/regional government to shape HCS in collaboration with Public Affairs

Languages :

- Fluency in Japanese is mandatory. Proficiency in English (TOEIC score >800) will be considered a strong advantage

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Business Unit  
Universal Hierarchy Node

地点  
Japan

站点  
Toranomom (NPKK Head Office)

Company / Legal Entity  
JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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