

Head Sales and Marketing - RLT

Job ID
REQ-10058780

8月 06, 2025

India

摘要

Lead the launch of a breakthrough prostate cancer therapy and a portfolio of radioligand treatments. As Head of Sales and Marketing - RLT, you ' ll drive innovation in a hospital-focused, B2B model, shaping oncology care and improving patient outcomes.

About the Role

Job Location-Mumbai

Key Responsibilities

- Lead sales and marketing strategy for a multi-product oncology portfolio
- Build and scale a high-performing sales and marketing team
- Position products competitively in a premium-priced, niche market
- Collaborate with hospitals for integrated patient care delivery

- Monitor competitor activity and maintain market leadership
- Shape and implement cross-functional brand strategies across regions
- Drive launch readiness and commercial success in core IMI markets

Essential Requirements

- Minimum 15 years of experience in sales and marketing within a single therapy area
- Proven leadership in oncology, medical devices, or corporate hospital teams
- Strong background in managing corporate accounts and strategic partnerships
- Demonstrated success in launching premium-priced products in niche markets
- Experience with cross-functional brand strategy and international market alignment

Desirable Requirements

- Experience in launching oncology products in international markets
- Familiarity with integrated product strategy and cross-functional launch planning

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>

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

<https://talentnetwork.novartis>

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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部门

International

Business Unit

Universal Hierarchy Node

地点

India

站点

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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