

TA Head Immunology

Job ID
REQ-10059110

8月 04, 2025

Poland

摘要

We're currently seeking a visionary and results-driven leader for the role of Therapeutic Area Head, Immunology. This critical position is responsible for driving the strategic direction and performance of our Immunology portfolio, encompassing both current and future products. The role involves close collaboration with cross-functional teams across Access, Commercial, and Medical to ensure seamless execution of pre-launch and launch plans.

As the TA Head, you will lead a high-performing sales and marketing organization, fostering a culture of innovation and excellence. You will also be responsible for building and maintaining strong relationships with key stakeholders and customers, ensuring our solutions meet the evolving needs of the immunology community. With full P&L accountability, you will play a central role in shaping the future of our Immunology business.

Location: Warsaw, Poland; Hybrid

About the Role

Key Responsibilities:

- Accountable for delivering therapeutic area performance in terms of sales, market share, and profitability, aligned with budget targets
- Lead the planning and execution of key product launches, ensuring cross-functional collaboration and operational readiness
- Develop and implement growth strategies for existing products and identify opportunities for new product introductions and partnerships
- Enhance sales force effectiveness and implement innovative commercial strategies to adapt to a dynamic healthcare environment
- Translate global therapeutic area strategies into actionable local plans, ensuring relevance and impact in the local market
- Build and maintain strong relationships with key stakeholders, including healthcare professionals, KOLs, and payors
- Manage the therapeutic area budget and ensure compliance with Ethics, Risk & Compliance policies
- Lead and develop high-performing, cross-functional teams, fostering a culture of collaboration, innovation, and continuous improvement

Essential Requirements:

- Substantial sales and marketing experience within the pharmaceutical industry, including experience in a management position
- Demonstrated P&L responsibility and financial acumen
- Proven track record of successful product launches and delivering strong performance results
- Fluent in both Polish and English (spoken and written)
- Strong leadership skills with the ability to inspire, engage, and develop high-performing teams
- Deep understanding of the healthcare system, customer landscape, and competitive dynamics within the therapeutic area

Desirable Requirements:

- Background in working within a matrixed, global organization with exposure to regional or global strategy
- Understanding of innovative commercial models and digital transformation in healthcare

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.

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>

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

Poland

站点

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type
Regular

Shift Work
No

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