

Executive Director International, Immunology, Lupus

Job ID
REQ-10060037

8月 18, 2025

Switzerland

摘要

Our ambition is to be leaders in immunology across international markets and, one of our novel products is at the core and center being a prioritized launch for the organization.

The Executive Director International, Immunology, plays a pivotal role in leading the end-to-end brand strategy, encompassing the vision, development, orchestration, implementation, and evaluation of integrated Immunology strategies across major international markets. As an enterprise leader, the ED will focus on the top three countries and Regions, driving the successful launch and growth of one of our novel products in Immunology, leading the launch preparation of the Lupus indications and supporting future LCMs.

The incumbent will collaborate closely with Global Drug Development (GDD), International Medical Affairs, Value & Access, and Customer & Market Activation teams to drive consistent strategy development and execution. This role represents the commercial team across different instances of the organization.

About the Role

Location: Basel, Switzerland #LI-Hybrid

Key Responsibilities

- **International Launch Strategy:** Lead the development and implementation of the launch plan for the assigned indication(s), ensuring alignment with overall asset strategy and corporate objectives.
- **Cross-Functional Leadership:** Orchestrate a global/international, cross-functional team (Medical, Regulatory, Access, Commercial, Supply, etc.) to deliver seamless launch execution.
- **Launch Readiness:** Assess and drive readiness across core and priority markets, identifying risks and enabling mitigation plans to ensure timely launch execution.
- **Insight Integration:** Leverage market research, competitive intelligence, and stakeholder feedback to refine positioning, messaging, and tactical planning.
- **International-Local Partnership:** Partner closely with regional and country teams to ensure pull-through of global strategy, providing guidance and tools to support in-market success.
- **Milestone Tracking & Governance:** Define and track critical launch milestones and KPIs; lead governance updates and ensure timely decision-making across key forums.
- **Stakeholder Engagement:** Effectively communicate the product's vision and strategic goals to senior leaders, including the International Leadership Team (ILT), Country Presidents (CP), and regional heads.
- **Compliance & Excellence:** Uphold the highest standards of compliance and launch excellence throughout all activities.
- **Collaborate closely with global development to influence target product profile & Integrated Evidence Plan to maximize commercialization & patient access potential for the product's new indications and LCM in key international markets.**
- **Lead the product's International Commercialization Excellence (ICE) initiatives, driving best practices in customer engagement strategies. Foster a customer-centric mindset within the international and country teams, focusing on personalizing experiences to extend patient reach and commercial impact.**

Essential requirements:

- +15 years of commercial experience across various functions in countries and above country, demonstrating a broad and deep understanding of the commercial landscape.
- Proven track record of successful launches, with commercial leadership experience and therapeutic area (TA) leadership in core markets.
- Extensive commercial experience in immunology, especially working with rheumatologists.
- Experience with high-performing/high-growth brands or markets, with a clear understanding of key drivers that influence shifting customer and patient behaviors to ensure successful asset launches
- Proficient in translating scientific data into differentiated brand value propositions, enabling impactful launches across pre-launch through lifecycle management (LCM).
- Strong track record in collaborating and partnering with cross-unit, cross-functional & key markets to achieve strategic and performance targets.

- Leads with vision, builds trust, and aligns diverse stakeholders to drive long-term impact across complex environments.
- Empowers teams and ensures results through clear communication, cross-functional collaboration, and operational excellence.

Benefits and Rewards:

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Commitment to Diversity and Inclusion / EEO:

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

Accessibility and accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or to receive more detailed information about the essential functions of a position, please send an e-mail to inclusion.switzerland@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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
Switzerland

站点
Basel (City)

Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

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