

## TA Head Oncology

Job ID  
REQ-10060109

8月 18, 2025

Albania

### 摘要

Responsible for shaping and implementing a consistent, cross-functional brand strategy for all assets transitioning from Global to International TA until handover to IBBI.

Leads, manages, and drives the performance of the therapeutic area 's current and future product portfolio, delivering sales and profits within agreed budgets at the region, cluster, or country level.

Builds, leads, and develops a high-performing sales and marketing team, fostering effective and lasting relationships with key customers and stakeholders.

Oversees a small country revenue organization, covering both sales and marketing activities, with full accountability for driving performance and developing the operational strategy for a specific product portfolio.

### About the Role

Major accountabilities:

- Deliver therapeutic area sales, market share, and profitability to meet or exceed budget targets.
- Define and implement short- and long-term marketing and sales plans aligned with Novartis' regional and global strategies.
- Monitor market trends, sales, and product performance, taking corrective action where needed.
- Lead effective promotion of the Novartis portfolio by translating global strategy into localized tactical plans and successful launches.
- Drive portfolio growth through lifecycle management, impactful launches, and strategic partnerships.
- Lead and coordinate cross-functional teams to execute key priorities and deliver on launch commitments.
- Build and maintain strong relationships with HCPs, KOLs, and specialty partners to maximize impact.
- Introduce innovative promotional models and customer-led digital solutions to meet evolving market needs.
- Successfully lead the TA team, building a high-performing culture, fostering innovation, and managing all people-management processes (recruitment, performance management, coaching).
- Identify and develop key capabilities, build a robust talent pipeline, and ensure proper development of all assigned team members.
- Strictly observe all internal and external regulations, including Novartis Internal Rules, Code of Ethics, Professional Practices Policy (P3), local industry code, and GxP quality standards.
- Ensure timely and compliant reporting of adverse events and manage all quality requirements to protect product integrity and Novartis' reputation.

#### Key performance indicators:

- Maximize launch readiness and portfolio growth of key assets, delivering successful product launches on time and within budget for Novartis. Achieve strong financial performance – revenue growth, profitability, and market share for Novartis in the market. Drive effective brand promotion and implement promotional/medical plans aligned with Novartis global strategies. Introduce innovative operational models to strengthen Novartis' market position and performance. Build and lead high-performing, diverse teams, ensuring talent development, retention, and succession planning in line with Novartis leadership values. Uphold the highest standards of ethics, compliance, and operational excellence, reflecting Novartis' Code of Ethics.

#### Minimum Requirements:

##### Work Experience:

- Degree in Medicine, Pharmacy, Life Sciences, or related field; MBA or advanced business degree preferred. Over 8 years' experience in the pharmaceutical or healthcare industry, including at least 3 years in a managerial role, with a strong track record in P&L ownership and business leadership. Strong commercial and sales expertise, with success in driving revenue growth, leading high-performing teams, and delivering impactful marketing strategies. Demonstrated excellence in product launches, portfolio management, and sales force performance management. Ability to analyse market trends, performance KPIs, and competitive insights to shape winning strategies. Exceptional leadership, communication, and stakeholder engagement skills. Fluent in Albanian and English; additional languages are an

asset.

#### Skills:

- Inspirational Leadership & Cross-Functional CollaborationCommercial Excellence & Sales GrowthStrategic Business Development & PartnershipsMarketing Strategy, Product Launches & Lifecycle ManagementMarket Analysis, Trend Insights & Healthcare ExpertiseStakeholder Engagement & Customer Focus

#### Languages :

- Albanian - fluentEnglish - fluent.

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部门

International

Business Unit

Innovative Medicines

地点

Albania

站点

Albania

Company / Legal Entity  
ALP0 (FCRS = CH024) NPHS RO Tirana

Functional Area  
Commercial & General Management

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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