

## Therapeutic Area Head Neurosciences

Job ID  
REQ-10061865

9月 12, 2025

Italy

### 摘要

As Therapeutic Area Head, you will be responsible for leading, managing, and developing the overall performance of the therapeutic area's current and future product portfolio. This includes overseeing the execution of pre-launch and launch plans across all line functions (Access, Commercial, Medical), building a high-performing sales and marketing team, and establishing strong, lasting relationships with key customers and stakeholders. You will also be accountable for delivering sales and profit targets within budget, implementing innovative commercial models, and managing both strategic and operational aspects of the TA, including full P&L ownership.

### About the Role

Key Responsibilities:

Your responsibilities include, but are not limited to:

- Therapeutic Area (TA) Strategy: Leverage global TA strategy to create a compelling local TA vision, mobilize & align the x-functional team (Medical and V&A) to execute the brand strategy.
- Launch planning & Execution: Prepare best-in-class launches & unleash full potential of strategic brands in the country.
- Commercial Performance: Drive & deliver on sales performance, growth and revenue for TA priority brands.
- Maximization of in-market brand performance: Activate new customer engagement model for the respective TA fit for local archetype and based on deep disease area insights.
- External stakeholders: Create meaningful and trustful relationships with TA relevant external institutional stakeholders (central government, local payers, patient organization etc), representing the organization externally.
- Talent Management: Attract, retain & engage highly capable & diverse talents (including other industries) and build effective teams who consistently deliver.
- Coordinate and manage cross-functional teams (Sales, Marketing, Medical, Value & Access) to effectively execute on prioritized tactics
- Translate Global TA strategy, content and solution into localized tactical measures; develop and execute on tactical brand/launch plan at the local level

## Essential Requirements

- University degree in Science and/or degree in Business, Marketing or Clinical Research
- English fluent spoken & written. Italian language beneficial.
- Direct from leadership experience (team of min 10-20 people) and inspiring them to deliver growth through change.
- Track record in defining a winning launch strategy for a specialty brand in international markets.
- International experiences (having worked at least in one additional market outside of your home country).
- Customer facing/ fronting experiences (patients, HCP 's, payers, partners, government).
- Proven ability of building strong long-term partnerships with external stakeholders relevant for business success.
- Proven experience of anticipating internal/ market dynamics or industry trends that could impact business performance; demonstrated ability to lead transformation initiatives successfully in complex environments
- Demonstrated mindset focused on unmet needs of patients/ customers; ability to understand how customer needs are changing over time
- Successfully managed large scale organizational transformation process
- Knowledge of the Italian Health Care System will be considered a plus.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>

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>

部门

International

Business Unit

Universal Hierarchy Node

地点

Italy

站点

Milano

Company / Legal Entity

IT08 (FCRS = IT008) Novartis Farma S.p.A.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

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



Job ID  
REQ-10061865

Therapeutic Area Head Neurosciences

[Apply to Job](#)

---

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10061865-therapeutic-area-head-neurosciences>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Milano/Therapeutic-Area-Head-NeurosciencesREQ-10061865-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Milano/Therapeutic-Area-Head-NeurosciencesREQ-10061865-1>