

## Head, TA Immuno, Solid Tumor & Hematology

Job ID  
REQ-10062436

9月 23, 2025

Philippines

### 摘要

To lead, manage and develop the overall performance of the immunology and oncology therapeutic areas' in-market and pipeline product portfolio. To oversee the execution of pre-launch and launch plans across all line functions (Access, Commercial/Medical). To develop a high-performing sales and marketing team and build sustainable and enduring business relationships with key customers/stakeholders. To deliver sales and profits within agreed budgets and drive the implementation of innovative commercial models.

Typically leads a revenue organization covering both sales and marketing activities with direct responsibility for P&L for the TA, and the strategic & operational issues

### About the Role

Major accountabilities:

- Accountable for delivering the therapeutic area brand performance with respect to sales, market share, and profitability to meet or exceed budget targets
- Translate Global TA strategy, content and solution into localized tactical plans and measures; develop and execute on tactical brand/launch plan at the local level
- Coordinate and manage cross-functional teams (Sales, Marketing, Medical, Value & Access) to effectively execute on prioritized tactics
- Drive the growth of the TA by establishing growth plans for existing products, effectively manage their life cycle, successfully launch line extensions and new products; establish and manage effective strategic partnerships.
- Define, drive and oversee the launch planning and execution of upcoming key launches by ensuring seamless cross-functional and (as applicable) cross-divisional collaboration
- Drive or support the implementation of new commercial models in close collaboration with cross functional teams to ensure triple win go-to-market strategies for the TA at the local level
- Partner with other TA heads or countries and support in the development of an agile, customer-led digital and customer solutions which meets the evolving needs of the business, our customers and patients.
- Support strategic portfolio development activities for the business. Work with the global/regional and country teams to support commercial assessments, new product development, forecasting, product in- licensing and lifecycle management
- Develop and strengthen strategic relationships with customers (e.g. physicians, key accounts, specialty pharmacies, KOLs and payors) to support medical and commercial activities in alignment with compliance guidelines
- Maximize sales force performance and return on investment. Enhance sales force capabilities and continue to develop innovative commercial strategies to ensure success in an evolving healthcare environment
- Responsible for the budget and financial performance of the TA, ensure alignment to all Ethics, Risk & Compliance policies and manage key processes.
- Successfully lead the TA team, build high performing culture, foster innovation, and manage all people- management related processes (recruiting, performance management, coaching). Identify and build key capabilities, talent pipeline and ensure proper development of assigned people.
- Drive the spirit of “ONE Team” across all functions (TA first) by supporting a team approach to focus on our patients, payers and customers as our top priorities.

#### Key performance indicators:

- TA brand performance, according to defined targets.
- Launch of pipeline products according to budget and business plans. Prepare launches for upcoming products in the therapeutic area pipeline
- Quality and timely implementation of business and medical plans in alignment with Global brand strategies.
- Implementation of innovative commercial model
- Operational excellence

#### Minimum Requirements:

#### Work Experience:

- 10+ years of relevant experience working with high- performing regional and local marketing, medical and or access teams in healthcare/life sciences industry
- Track record of highly successful delivery and positive performance results

- Proven ability to drive successful launches
- Demonstrable leadership skills and experience engaging with and introducing innovation into HCS
- In depth knowledge of customer/marketplace, key dynamics and current knowledge of key competitors and their likely strategies within theTA
- While entrepreneurial, ability to maintain the highest degree of integrity, represent the company ' s high ethics, moral behavior, and professionalism.
- The highest ethics and moral standards; unquestioned integrity needed for the complexity of this role

Languages :

- English.

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部门  
International

Business Unit  
Innovative Medicines

地点  
Philippines

站点

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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