

Business Excellence & Execution Head IM (f/m/d)

Job ID REQ-10064053

10月 17, 2025

Austria

摘要

#LI-Hybrid

Location: Vienna, Austria

Job Type: Full-time

Division: Innovative Medicines

Reports to: Country President Austria

At Novartis, we are reimagining medicine to improve and extend people 's lives. As the Head of Business Excellence & Execution (BE&E) for Austria, you will lead strategic initiatives that drive operational excellence, digital transformation, and executional rigor across our Innovative Medicines portfolio. This is a critical leadership role shaping how we deliver value to patients, healthcare professionals, and the healthcare system.

About the Role

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In this role, you will:

- Define and execute the BE&E strategy for Austria, aligned with WEC and global frameworks.
- Lead a high-performing team across business excellence, digital engagement, data analytics, and field force capability building.
- Drive innovative go-to-market models, strategic resource allocation, and performance optimization.
- Partner closely with the ICE Lead to support the implementation, and ensuring alignment on MarTech platforms, advanced analytics, and data-driven capabilities to enable seamless omnichannel engagement and operational efficiency.
- Act as a strategic advisor to the IM Leadership Team, ensuring excellence in execution and use of AI as a core enabler of strategy and execution.

Major Accountabilities

- Strategic Leadership: Develop and implement BE&E strategies to maximize portfolio value and ensure competitive advantage.
- Field Force Excellence: Drive capability building and performance standards for sales and medical teams.
- Digital & Data Strategy: Localize global digital platforms and leverage analytics for predictive insights.
- Portfolio Optimization: Oversee lifecycle management and innovative business models for mature brands.
- Cross-functional Collaboration: Partner with TA Heads, Market Access, and Medical for integrated execution.
- Governance & Compliance: Ensure adherence to Novartis standards and regulatory requirements.
- Talent Development: Build and nurture a culture of high performance and continuous learning.

Minimum Requirements

- Advanced degree in Life Sciences, Business, or related field; MBA preferred.
- Substantial sales & marketing experience within the pharmaceutical industry, including experience in management positions in Commercial and/or Business Excellence.
- Proven track record of P&L accountability and delivering results in complex environments.
- Strong analytical mindset and ability to leverage data for strategic decisions.
- Expertise in strategic planning, execution excellence, and digital transformation.
- Strong understanding of market access, regulatory frameworks, and healthcare systems in WEC markets.
- Experience leading large, diverse teams and influencing in a matrix organization.
- Experience in project management.
- Full professional proficiency in English; German highly desirable

Desirable Requirements

- Experience across the lifecycle and specific launch experience
- Above-country experience.
- Exposure to innovative go-to-market models and omnichannel strategies.
- Demonstrated ability to lead change and drive cultural transformation

You'll receive:

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, learning and development options as well as worldwide career opportunities within the Novartis group. In accordance with Austrian law, we are obliged to disclose the minimum salary. For this position the minimum salary is € 91.000/year (on a full-time basis). The actual salary will be higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications, and individual competencies

Commitment to Diversity and Inclusion

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

Accessibility and Accommodation:

Accessibility and accommodation If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to disabilities.austria@novartis.com and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

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 Austria
站点 Vienna
Company / Legal Entity AT06 (FCRS = AT006) Novartis Pharma GmbH
Functional Area Marketing
Job Type Full time
Employment Type Regular
Shift Work No
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Adjustments for Applicants with Disabilities

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