

Lead of Commercial Operations

Job ID
REQ-10064827

10月 16, 2025

Greece

摘要

We are seeking an experienced leader to head a team responsible for ensuring the flawless and responsible enterprise-level execution of tactical plans across our commercial organization. The role provides an enterprise-wide view of the tactical landscape, ensuring that all initiatives are executed with measurable impact, full compliance, and operational efficiency. This includes activities such as market research, enterprise-wide initiatives, and participation in 3rd party events (e.g., congresses and symposia). The role ensures that all tactical initiatives are delivered on time, in line with objectives, and within budget—optimizing resource utilization, preventing under or overspend at year-end, and embedding our Grow with Responsibility culture while upholding the highest standards of ethical conduct.

About the Role

Key Responsibilities

- Lead, coach, and develop a specialized team responsible for the enterprise-level execution of tactical plans across commercial teams.
- Ensure that 3rd party events, market research, and other enterprise-wide initiatives are seamlessly integrated into the tactical portfolio and executed with quality, compliance, and measurable impact.
- Provide an enterprise overview of tactical execution, ensuring activities support strategic priorities while delivering value and accountability.
- Closely monitor tactical plan progress, flagging risks or variances early and ensuring corrective actions are initiated where needed.
- Ensure the strategic planning, commissioning, and execution of market research projects. Challenge business questions, advise on optimal methodologies, and partner with Marketing, Medical, and Analytics teams to generate actionable, insight-driven recommendations that shape tactical decisions and enterprise priorities.
- Track and report budget utilization for tactical activities and market research in close collaboration with Finance, delivering monthly monitoring and variance reporting (overspend/underspend) to ensure transparency and responsible execution throughout the year.
- Deliver clear and timely reporting to senior management on tactical execution, performance, and financial utilization.
- Collaborate closely with Marketing, Sales, Medical, and Finance to ensure tactical execution including market research is aligned with enterprise priorities while upholding the highest standards of compliance and ethical responsibility.
- Foster a culture of accountability, efficiency, and continuous improvement, aligned with our Grow with Responsibility mindset.

Qualifications & Experience

- University degree in Business, Life Sciences, or related field; postgraduate degree is a plus.
- 7+ years of professional experience in commercial operations, event management, or market research within the pharmaceutical or healthcare industry, including at least 3 years in a leadership role.
- Proven track record in leading teams and successfully delivering tactical execution.
- Strong project management and organizational skills, with the ability to manage multiple priorities.
- Financial acumen and hands-on experience in budget management.
- Excellent communication, influencing, and stakeholder management skills.
- Analytical mindset with a strong focus on execution excellence.
- Fluency in English (written and spoken).

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部门

International

Business Unit

Universal Hierarchy Node

地点

Greece

站点

Metamorfosis

Company / Legal Entity

GR11 (FCRS = GR001) Novartis Hellas

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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