

Launch Excellence Manager

Job ID
REQ-10065519

10月 24, 2025

Netherlands

摘要

Between now and 2029, Novartis aims to launch 3 new molecular entities (NMEs) in the field of rare, life-threatening and underserved renal diseases. The launch excellence manager (LEM) is an early commercial and marketing lead that drives, together with a cross-functional team, the launch strategy for this disease area and priority pipeline assets in the Netherlands. The LEM orchestrates the cross-functional work in the Dutch market. This LEM position has 3 important priorities: (re-)shaping the market for rare renal diseases, ensuring strong stakeholder relationships and paving the way for best-in-industry launches of these pipeline NMEs. Must-haves are a strategic and agile mindset, external focus and proactivity in seizing opportunities that enable access and adoption.

#LI-hybrid

About the Role

Major accountabilities

- Together with cross-functional colleagues, ensure launch readiness for renal pipeline NMEs
- Identify area market insights and opportunities via customer interactions, market research, etc.
- Coordinate and drive the development of an integrated launch strategy and plan to (re-)shape the rare renal disease market with clear milestones and deliverables
- Responsible for execution, monitoring and analysis of the agreed tactical plans
- Anticipate future trends/events in therapeutic area and market environment that could affect the potential of the pipeline assets
- Establish trust with local stakeholders by discussing the current unmet needs & finding solutions to ensure patient access, together
- Identify and roll-out of the optimal Go-to-Market model for the Netherlands
- Understand and analyze the commercial opportunity (Pop2Sales)

Key Performance Indicators (KPIs)

In compliance with local functional business requirements:

- Ramping up resources & activities in the Netherlands at the right time and scale
- Strategy in place to scale up awareness and advocacy around these innovative new treatments
- Launch readiness reviews with EU and NL leadership team considered best-in-class
- Thought leader mapping beyond Medical Experts and advocacy building in collaboration with medical team
- Launch exceeding historical benchmarks

Ideal Background

Education & Qualifications

University degree in a relevant field, e.g. health sciences, medicine, business, marketing or similar.

Languages

Fluent in Dutch (native tongue) and English (oral and written)

Experiences

- At least 5-10 years of relevant work experience in the pharma industry, including product launches
- Experience with development of strategy and re-shaping/building a new market

- Experience with marketing, sales forecasting and financial work
- In-depth knowledge and understanding of the Dutch healthcare landscape and solid experience with customer engagement
- Demonstrate an agile mindset by setting clear priorities, collaborating openly, and using feedback to make step-by-step improvements - reflecting the core elements of Agile culture within the Dutch organization.

Competencies, Skills and Knowledge

Strategic and agile mindset

Advanced communication and presentation skills

Advanced organizational skills

Asset management

Influencing skills

Stakeholder management and engagement

HCS shaping

Demonstrated flexibility and work-agility

Demonstrated motivational skills

Excellent analytic and digital skills

Business acumen

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>

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部门
International

Business Unit
Universal Hierarchy Node

地点
Netherlands

站点
Amsterdam

Company / Legal Entity
NL08 (FCRS = NL008) Novartis Pharma NL

Functional Area
Market Access

Job Type
Full time

Employment Type
Regular

Shift Work
No

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