

Head of Business Excellence & Execution

Job ID
REQ-10066644

11月 19, 2025

Indonesia

摘要

-Responsible for a consistent, cross-functional brand strategy shaping and implementation, for all assets having moved from Global to International TA until the handover to IBBI. -Will evolve globally created early brand strategies, such as the Integrated Product Strategies (IPS) into a competitive, truly cross-functional launch plan that is fit-for-purpose for core IMI markets and sets a foundation of launch success for Novartis ' next blockbusters. (International) -Supports strategic, cross-functional decisions for International and above-brand strategic initiatives, incl. partnerships, policy shaping, and for launched assets, will monitor and respond to major events and competitive landscape developments. (International) -Close interaction with core IMI markets, collaboration with MAP and CE&E teams to shape launch deliverables and TA-relevant customer experiences/ journeys and campaigns/ content for major IMI markets, and with IMUS counterpart to ensure consistent brand positioning worldwide. (International) -Leads, manages and develops the overall performance of the TAs current and future product portfolio and deliver sales and profits within agreed budgets. (Region/cluster/country) -Leads and develops a high-performing Account & Trade Management; BD&L; Commercial Excellence; Training; and Digital team and builds effective and enduring business relationships with key customers/ stakeholders. (Region/cluster/country) -Typically leads a very small country revenue organization, covering both sales and marketing activities, with responsibility to drive performance and develop operational strategy of a specific product portfolio. (Region/cluster/country)

About the Role

Major accountabilities:

- Accountable for 5 scope of teams: Account & Trade Management; BD&L; Commercial Excellence; Training; and Digital.
- Accountable for delivering the TA sales, market share, and profitability to meet or exceed budget targets.
- (Region/cluster/country) -Defines, develops and oversees short and long-term strategic marketing (and sales) plans in line with regional & global marketing strategy.
- Monitors market trends, sales and product performance, conducts regular reviews against plans and takes corrective action as required.
- Responsible for the budget and financial performance of the unit.
- (Region/cluster/country) -Ensures alignment to all Ethics, Risk & Compliance policies and manage key processes.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Requirements:

- P&L or Unit Accountability.
- People Leadership.
- Diverse Business Acumen.
- Advanced Strategic Thinking.
- Minimum 5 years in Pharma Commercial / Business Franchise as Department or Division Head.

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
General Management

地点
Indonesia

站点
Jakarta

Company / Legal Entity
ID03 (FCRS = ID003) PT Novartis Indonesia

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

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