

Lead, New Product Planning & Launch Excellence

Job ID
REQ-10066669

12月 01, 2025

Japan

摘要

Serve as the senior commercial lead to maximize the value of Novartis' pipeline products (New Product Planning), while drive launch excellence and execution for near-term assets (Launch Excellence).

About the Role

Major accountabilities:

- Serve as the Japan point of contact (POC) for the pipeline strategy in selected core therapeutic area, co-shaping the global portfolio strategy.
- Develop commercial strategy for pipeline assets by tailoring the TPP and influencing CDP, labeling strategy, pricing strategy, evidence plan, etc.
- Develop comprehensive portfolio strategy for Japan business in coordination with business development and R&D organizations with a strong focus on local unmet medical needs (e.g.,

region / country-specific indication opportunities).

- Analyze Japan market dynamics, insights, competitions, regulations, pricing and market access environment of core therapeutic areas (Cardiovascular, Oncology, Renal, Immunology, Neuroscience).
- Lead local cross-functional teams to build brand strategies and to plan and execute pre-launch activities based on a thorough understanding of local market.
- Provide new product forecasts for pipeline products and in-licensing opportunities with estimated sales and investments for optimal resource allocation.
- Seek endorsements from Global / Local leadership teams on development strategies, brand strategies, pre-launch activities and resource plans at certain decision points.
- Support impactful pre-launch strategy development and execution to ensure successful launch.

Requirements:

Education:

- Preferred: Graduate degree in science (PhD / MD / PharmD / Masters), MBA a plus
- Must: bachelor ' s degree or higher in Business, Science, or other related fields

Experience and Skills:

- Minimum 8+ years of experience in Pharma industry with exposure to at least one of the following roles: New Product Planning, Marketing, Market Access, Pricing, Medical, Clinical Development, Portfolio Strategy, Launch Excellence.
- Excellent leadership, networking, and communication / negotiation skills both in Japanese and English to work effectively in a highly matrixed and multicultural environment.
- Goal-oriented self-starter with out-of-box thinking and entrepreneurial spirit.
- Willing to act decisively in an uncertain environment and mature under pressure.
- Collaborative team player, committed to supporting colleagues and growing together.
- Demonstrates strong storytelling skills and effectively conveys complex solutions in a clear, concise manner.
- Scientifically savvy and driven by curiosity for breakthrough innovations.

Languages:

- Japanese - fluent
- English - fluent

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>

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

Strategic Planning & BD&L

地点

Japan

站点

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to midcareer-r.japan@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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