

## Sales & Marketing Head Hematology

Job ID  
REQ-10080128

6月 05, 2026

Mexico

### 摘要

The Sales & Marketing Head - Hematology is a pivotal leadership role responsible for shaping and delivering a high-impact, integrated commercial strategy across the Hematology portfolio in Mexico. This leader translates global and international brand strategies into locally competitive, patient-centric execution, ensuring successful launches, sustained growth, and market leadership. Acting at the intersection of strategy and execution, this role drives end-to-end commercial performance and builds a strong ecosystem of partnerships to maximize impact for patients and the business.

### About the Role

## Key Responsibilities

- Define and execute short- and long-term commercial strategies aligned with global and regional priorities.

- Translate global Integrated Product Strategies (IPS) into locally differentiated launch and growth plans.
- Lead cross-functional teams to deliver integrated strategies maximizing brand performance.
- Drive best-in-class launch readiness and execution across the Hematology portfolio.
- Ensure full alignment with Medical, Access, CE&E and MAP teams for impactful customer engagement.
- Own full P&L accountability, delivering sales, market share and profitability.
- Lead, inspire and develop a high-performing Sales & Marketing organization.
- Build strong external stakeholder partnerships across the healthcare ecosystem.
- Ensure compliance with ethics, risk and governance standards.

## Key Performance Indicators

- Sales and market share growth vs plan
- Portfolio profitability and P&L delivery
- Successful launch execution
- Customer engagement impact
- Talent development and organizational health

## Experience & Qualifications

- Proven leadership experience with P&L accountability
- Strong track record in commercial strategy and launches
- Experience leading cross-functional teams
- Deep understanding of healthcare systems
- Strong stakeholder influence skills

## Core Capabilities

- Strategic thinking and business acumen
- Customer-centric mindset
- Commercial excellence
- Stakeholder engagement
- Talent leadership
- Agility and innovation mindset

Languages:

- English

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: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
var config = { targetId: "kalturaplayer6a239c3708a24135633871", provider: { widgetId:
```

```

"1Qm7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }

```

## Accessibility and accommodation

Novartis is committed to work with and provide 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 [tas.mexico@novartis.com](mailto:tas.mexico@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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