

## Director, Hematology CLS

Job ID  
REQ-10086890

8月 31, 2026

Switzerland

### 摘要

#LI-Hybrid

Location: Basel, Switzerland

Welcome to where we thrive together!

Our aspiration at Novartis is to grow by ensuring every patient has access to the medicine they need as soon as possible.

The Director International, Haematology will lead the development and implementation of the International cross-functional launch and growth strategy for a priority myelofibrosis asset. The role is accountable for translating our 'One Brand Plan' into focused market-facing strategies, launch

deliverables and execution guidance that maximise patient access, establish the combination as a future standard of care and deliver sustainable commercial success.

This role will work in close partnership with priority International markets and Regions, and with International Medical Affairs, Value & Access, Customer & Market Activation, Integrated Insights, Launch Excellence & Execution, Business Operations, Patient Engagement, Communications and global teams. The role serves as a primary commercial interface for markets, connecting strategy, evidence, customer insight and launch execution.

## About the Role

### Key Responsibilities

- **Launch strategy and One Brand Plan.** Own the International commercial launch strategy and co-lead the cross-functional One Brand Plan, defining the strategic imperatives, must-wins, priority customer opportunities and critical execution choices for International markets.
- **Market partnership and execution.** Partner with priority markets and Regions to localise and operationalise strategy, remove launch barriers, capture insights and establish a tiered support model with clear accountabilities, milestones and escalation paths.
- **Positioning and value proposition.** Lead the evolution of the asset positioning, master story, core messages and differentiation strategy, ensuring a compelling, evidence-based narrative across commercial, medical and access stakeholders.
- **Customer strategy and activation.** Drive segmentation, customer journeys, engagement planning, campaign development, field-force enablement, training and go-to-market choices in partnership with Customer & Market Activation, Integrated Insights and country teams.
- **Competitive strategy.** Maintain an integrated view of the current and emerging myelofibrosis landscape; translate competitor events, market research and customer insights into strategic choices, objection handling and agile response plans.
- **Launch readiness and governance.** Lead launch governance, readiness reviews, KPI and launch tracking, investment prioritisation and management updates. Ensure risks, dependencies and decisions are visible and acted upon early.
- **Access and health-system readiness.** Act as the International commercial partner for Value &

Access, helping shape the payer value story, evidence priorities, HTA/JCA readiness, pricing strategy and country reimbursement preparation.

- Cross-functional leadership. Lead through influence across global, International, regional and country teams; create clarity, pace and accountability while fostering an enterprise mindset and high-performing team culture.
- Budget and forecasting. Co-own brand investment choices and commercial forecasts, challenge assumptions and connect resources to the highest-value launch outcomes.

### Essential requirements

- Minimum 10 years of relevant experience across commercial, marketing, sales, launch strategy, medical affairs and/or value & access, with significant experience in oncology or haematology.
- Advanced degree in business, life sciences, medicine or a related discipline.
- Demonstrated success leading the commercialisation of an asset across the lifecycle, including pre-launch and launch, in both above-country and in-market settings.
- Strong launch leadership in a complex, competitive environment, with the ability to turn strategy into disciplined execution and measurable outcomes.
- Experience working directly in, or in close partnership with, priority International markets; recent exposure to Germany, Japan and/or China is highly valued.

### Preferred requirements

- Direct experience in malignant haematology, myelofibrosis or myeloproliferative neoplasms.
- Recent global or International launch experience for a specialty medicine or combination

therapy.

- Experience shaping an innovative market, changing treatment ambition and building advocacy before launch.
- Country-level business leadership and meaningful P&L experience; recent P&L ownership is highly valued.
- Experience with HTA, access and reimbursement challenges for oncology combination therapies.

## Benefits & Rewards

At Novartis, we 're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 154,700.00 - 287,300.00 CHF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

<https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

## Commitment to Diversity and Inclusion

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

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>

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Primary location salary range  
CHF154,700.00 - CHF287,300.00

部门

International

Business Unit  
Marketing

地点  
Switzerland

站点  
Basel (City)

Company / Legal Entity  
C028 (FCRS = CH028) Novartis Pharma AG

Functional Area  
Commercial & General Management

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a984ee835b93059872054", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
```

```
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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