

TA Head, Oncology

Job ID
REQ-10088445

十月 06, 2026

Panama

摘要

#LI-Hybrid
Location: Panama City, Panama

As TA Head Oncology, you will shape a compelling local therapeutic area vision by translating global strategy into country priorities and mobilizing cross-functional partners across Commercial, Medical and Value & Access. You will lead launch planning and execution, accelerate the performance of priority and in-market brands, strengthen customer engagement through deep disease-area insight, and represent the organization with key external stakeholders. You will also build an empowered, diverse and high-performing team capable of delivering sustainable growth and transformation.

About the Role

Key responsibilities

- Create and execute a compelling local Oncology strategy aligned with the global therapeutic area direction and informed by market, customer, patient and competitive insights.
- Mobilize and align cross-functional teams, including Commercial, Medical and Value & Access, around a shared vision, priorities and measurable outcomes.
- Lead best-in-class launch planning and execution to maximize the potential of strategic Oncology brands in the country.
- Own commercial performance for priority brands, delivering sales, growth, revenue and broader business objectives across the portfolio.
- Maximize in-market brand performance by activating fit-for-purpose customer engagement models and outcome-oriented digital and non-digital channels.
- Build trusted, long-term partnerships with relevant external stakeholders, including government bodies, payers, patient organizations and other institutions, while representing Novartis externally.
- Anticipate market dynamics, access and reimbursement challenges, and translate them into differentiated therapeutic area strategies and effective business decisions.
- Lead business and organizational transformation, navigating matrix complexity, shared accountabilities and competing priorities to deliver collective impact.
- Attract, retain, engage and develop diverse talent, building empowered leaders and high-performing teams that consistently deliver growth and change.
- Communicate clearly and credibly with senior internal and external stakeholders to align on vision, purpose, goals and execution priorities.

Essential Requirements

- Relevant university degree; substantial senior commercial leadership experience, including direct leadership of large teams.
- Demonstrated P&L management success, with delivery of top- and bottom-line targets in a large or mid-sized market.
- Proven track record in defining and implementing launch strategy for a specialty brand in the healthcare industry.
- Strong business acumen and the ability to anticipate external market dynamics and translate insights into successful therapeutic area strategy.
- Proven ability to build long-term partnerships with external stakeholders and create shared value; experience addressing access or reimbursement challenges.
- Demonstrated customer centricity, including delivery of targeted, outcome-oriented engagement initiatives based on deep disease-area insights.
- Experience leading business or organizational transformation and navigating complex matrix environments with shared cross-business accountabilities.
- Fluent in English.

Desirable Requirements:

- International experience in at least one market outside the home country; Oncology or closely related disease-area.

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

部门

International

Business Unit

General Management

地点

Panama

站点

Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

```

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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"]) {
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(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
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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 kaltura_datalayer.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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