

Execution Excellence Head

Job ID
REQ-10088446

十月 06, 2026

Panama

摘要

#LI-Hybrid
Location: Panama City, Panama

The Execution Excellence Head leads a focused, cross-functional enabling unit that transforms patient, customer and market data into actionable insights and competitive go-to-market strategies. The role drives integrated customer engagement, field excellence, digital and AI-enabled solutions, future-ready capabilities and consistent execution standards across Commercial, Value & Access and targeted Medical Affairs areas.

About the Role

Key responsibilities

- Develop and implement innovative, competitive go-to-market strategies by translating patient,

customer and market data into actionable insights that support Therapeutic Area, Medical and Value & Access decisions.

- Design and execute integrated multichannel strategies and solutions that strengthen customer experience and engagement across all Therapeutic Areas.
- Drive field force effectiveness and field excellence by optimizing territory structures and aligning field resources with strategic brand priorities across Therapeutic Areas and Access teams.
- Develop digital strategies and solutions, including AI-enabled products, to improve customer experience and increase the effectiveness and efficiency of the marketing and sales model.
- Enable future readiness by building the right capabilities, deploying fit-for-future organizational models and embedding external best practices across Marketing, Sales, Medical and Value & Access.
- Lead a focused cross-functional enabling unit that strengthens collaboration, aligns execution and establishes consistent excellence standards across Commercial and Value & Access.
- Provide targeted support to Medical Affairs through Data, Analytics & Platforms and Capability Building, in line with legal and compliance guidance.
- Navigate complexity and enable timely, data-grounded decisions by identifying critical issues, maintaining a long-term perspective and adapting priorities during change.
- Influence senior and cross-functional stakeholders, balance shared accountabilities and competing priorities, and integrate diverse perspectives to deliver enterprise outcomes.
- Build agile, diverse and high-performing teams by attracting, retaining, coaching and developing talent, creating clarity, removing barriers and reinforcing accountability.

Essential Requirements

- Relevant university degree; substantial senior commercial leadership experience, including direct leadership of large teams and management of deep subject-matter experts.
- Proven track record of driving business performance in a competitive, international environment through P&L, indirect P&L, above-country or functional leadership;
- Strong strategic thinking and analytical rigor, with the ability to understand internal and external ecosystems, anticipate market developments and translate them into breakthrough strategies.
- Demonstrated openness to and experience with innovation across value propositions, processes, go-to-market models and customer experience or engagement.
- Strong technology and digital savviness, including experience adopting new technologies and understanding digital trends, platforms, products and solutions.

- Proven ability to influence, collaborate and drive impact in complex cross-functional and matrix environments with shared accountabilities.
- Experience leading large-scale change management and transformation initiatives while maintaining focus, adaptability and execution discipline.
- Executive-level communication skills, with the confidence and credibility to engage, challenge and influence senior leaders and diverse stakeholders.
- Fluent in English

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
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ac73905505a9912391013", 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 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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