NOVARTIS

Execution Excellence Head

Job ID
REQ-10092407

十一月 26, 2026

Mexico

摘要

We are looking for an experienced and forward-thinking Excellence Execution Head to help strengthen commercial execution and accelerate sustainable growth in Mexico.

This leadership role will bring together expertise across Commercial Excellence, digital transformation, data and insights, launch excellence, and strategic execution, helping translate business and brand strategies into solutions that deliver measurable impact for patients and the business.

About the Role

Key responsibilities

- Shape and implement commercial excellence solutions that drive scale, business impact, and execution excellence.

- Provide strategic thought leadership to support **brand, portfolio, and new product strategies**.
- Strengthen commercial capabilities across the organization, building the expertise and tools required to drive sustainable growth.
- Identify marketplace opportunities and translate data, insights, and emerging trends into actionable business recommendations.
- Partner across functions to improve the development and execution of commercial plans and key growth initiatives.
- Drive the adoption of **digital solutions and innovative approaches** that address patient needs, improve patient outcomes, and create measurable business value.
- Provide guidance on data strategy and ensure insights are effectively leveraged to support brands and indications.
- Build strong internal and external networks and collaborate with key stakeholders across the organization.
- Lead and develop the Brand Insights team, ensuring high-quality strategic and tactical analyses for the portfolio.
- Drive performance against key business indicators, including **revenue, productivity, cost management, quality, and predefined business metrics**.
- Ensure appropriate reporting of technical complaints, adverse events, and special case scenarios in accordance with company requirements.

We are looking for a leader who combines **strategic thinking with a strong execution mindset** and can turn insights into tangible business results.

The ideal candidate brings:

- Strong experience in **Commercial Excellence, Marketing, Digital, Strategy, Insights, or related commercial leadership roles**, ideally within the pharmaceutical or healthcare industry.
- Proven ability to develop and execute commercial strategies across brands and portfolios.
- Strong understanding of **digital marketing, data, analytics, customer engagement, and evolving commercial models**.
- Experience supporting or leading **product launches and growth initiatives**.
- Strong analytical skills and the ability to translate complex data and market trends into clear business decisions.
- Demonstrated leadership and people-development capabilities.
- Excellent stakeholder management skills and the ability to influence and collaborate across functions.
- A curious, innovative, and results-oriented mindset, with a strong focus on generating value for patients and the business.

If you are passionate about transforming insights into action, building capabilities, and creating commercial impact at scale, we would love to hear from you.

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
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b088674297bc534548091", 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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