NOVARTIS

# Executive Director, CLS International, Immunology (Dermatology)

Job ID
REQ-10093595

十一月 23, 2026

Switzerland

## 摘要

#LI-Hybrid

Location: Basel, Switzerland

Relocation: Supported

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 Executive Director, Commercial Launch Strategy, International, Immunology (Dermatology) will lead the development and implementation of the International cross-functional launch and growth strategy for a priority asset in the treatment of Chronic Urticaria. The role is accountable for translating the 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.

The role holder 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:**

- Shape the international launch strategy for a Chronic Urticaria asset, ensuring alignment with Immunology priorities and patient needs.
- Coordinate cross-functional collaboration across medical, regulatory, access, commercial, and supply teams to support effective execution.
- Enable launch readiness across priority markets by identifying risks early and supporting practical mitigation plans.
- Use market insights, competitive intelligence, and stakeholder feedback to refine global positioning and messaging.
- Partner with regional and country teams to support local execution while maintaining alignment with global strategy.

- Define and monitor critical launch milestones and performance indicators to support timely, evidence-based decisions.

- Communicate clearly with senior leaders on vision, progress, and strategic priorities across international markets.

- Promote high standards of compliance, operational excellence, and best practice in launch execution.

- Contribute to development planning by helping shape target product profiles and evidence needs that support market access potential.
- Lead commercial excellence initiatives and strengthen customer-centred engagement approaches across regions.

**Essential requirements:**

- Recent, relevant Profit and Loss (P&L) leadership experience at country level.
- Approximately 15 years of progressive commercial experience across country and above - country roles.
- Track record of success leading launches and shaping therapeutic area strategy across diverse international markets.

- Solid understanding of immunology or related specialty areas, with experience translating

scientific insights into strategic plans.

- Ability to lead in complex, fast - evolving environments and deliver results across high - growth markets.
- Expertise in turning scientific data into differentiated value propositions across pre - launch and lifecycle management phases.
- Track record of collaborating with and influencing cross - unit and cross - functional teams to achieve shared strategic goals.
- Ability to integrate multiple market insights and stakeholder perspectives to guide clear, evidence - based decision - making.

**Desirable Requirements:**

- Ability to lead and inspire diverse, cross - regional teams, fostering collaboration, clarity, and strategic alignment across complex environments.

- Ability to collaborate with and influence senior stakeholders and navigate matrixed structures to advance shared priorities and long - term business impact.

**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: 184,800.00 - 343,200.00**

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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**Benefits and Rewards:** Learn about all the ways we ' ll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

Primary location salary range
CHF184,800.00 - CHF343,200.00

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: "kalturaplayer6b0495e7743e9518978772", 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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