

Sales & Marketing Head Hematology

Job ID
REQ-10080128
Июн. 05, 2026
Мексика

Сводка

The Sales & Marketing Head – Hematology is a pivotal leadership role responsible for shaping and delivering a high-impact, integrated commercial strategy across the Hematology portfolio in Mexico. This leader translates global and international brand strategies into locally competitive, patient-centric execution, ensuring successful launches, sustained growth, and market leadership. Acting at the intersection of strategy and execution, this role drives end-to-end commercial performance and builds a strong ecosystem of partnerships to maximize impact for patients and the business.

About the Role

Key Responsibilities

- Define and execute short- and long-term commercial strategies aligned with global and regional priorities.
- Translate global Integrated Product Strategies (IPS) into locally differentiated launch and growth plans.
- Lead cross-functional teams to deliver integrated strategies maximizing brand performance.
- Drive best-in-class launch readiness and execution across the Hematology portfolio.
- Ensure full alignment with Medical, Access, CE&E and MAP teams for impactful customer engagement.
- Own full P&L accountability, delivering sales, market share and profitability.
- Lead, inspire and develop a high-performing Sales & Marketing organization.
- Build strong external stakeholder partnerships across the healthcare ecosystem.
- Ensure compliance with ethics, risk and governance standards.

Key Performance Indicators

- Sales and market share growth vs plan
- Portfolio profitability and P&L delivery
- Successful launch execution
- Customer engagement impact
- Talent development and organizational health

Experience & Qualifications

- Proven leadership experience with P&L accountability
- Strong track record in commercial strategy and launches
- Experience leading cross-functional teams
- Deep understanding of healthcare systems
- Strong stakeholder influence skills

Core Capabilities

- Strategic thinking and business acumen
- Customer-centric mindset
- Commercial excellence
- Stakeholder engagement
- Talent leadership
- Agility and innovation mindset

Languages:

- English

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Marketing
Место
Мексика

Сайт
INSURGENTES
Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Job ID
REQ-10080128

Sales & Marketing Head Hematology

[Apply to Job](#)
Job ID
REQ-10080128

Sales & Marketing Head Hematology

[Apply to Job](#)

Source URL: <https://novartis.ru/careers/career-search/job/details/req-10080128-sales-marketing-head-hematology>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
3. <mailto:tas.mexico@novartis.com>
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/INSURGENTES/Sales---Marketing-Head-Hematology_REQ-10080128
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/INSURGENTES/Sales---Marketing-Head-Hematology_REQ-10080128